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AGRIBUSINESS AND TRADE PROMOTION (ATP) QUARTERLY PROGRESS REPORT APRIL – JUNE, 2010



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Submitted to: Michael Wyzan, Ph.D.
COTR
Agribusiness and Trade Promotion Project
USAID/WA/RAO
Accra, Ghana



Abt Associates Inc. ■ 4550 Montgomery Lane, Suite 800 North ■
Bethesda, Maryland 20814 ■ Tel: 301.347.5000. ■ Fax: 301.913.652.9061
■ www.abtassociates.com

In collaboration with:
ACDI/VOCA
CARANA Corporation

AGRIBUSINESS AND TRADE PROMOTION (ATP) QUARTERLY PROGRESS REPORT APRIL – JUNE 2010

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ACRONYMS

ADVANCE	Agricultural Development and Value Chain Enhancement (Ghana)
ALCO	Abidjan-Lagos Corridor
AMASSA	<i>Association Malienne pour la Sécurité et la Souveraineté Alimentaires</i>
ANOPACI	<i>Association Nationale des Organisations Professionnelles Agricoles de Côte d'Ivoire</i>
ANPROBVS	<i>Association Nationale des Professionnels du Bétail et de la Viande (Côte d'Ivoire)</i>
APLS	<i>Association des Vendeurs des Produits Locaux de Sikasso (Mali)</i>
APROSSA	<i>Association pour la Promotion de la Sécurité et de la Souveraineté Alimentaires au Burkina</i>
ASPMY	<i>Association professionnelle des maraîchers du Yatenga (Burkina Faso)</i>
ATP	Agribusiness and Trade Promotion project
AU	African Union
CAADP	Comprehensive Africa Agriculture Development Programme
CIC-B	<i>Comité Interprofessionnel des Céréales du Burkina Faso</i>
CGAP	Consultative Group to Assist the Poor (World Bank)
CILSS	<i>Le Comité Permanent Inter-états de Lutte contre la Sécheresse dans le Sahel</i>
CNCB	<i>Conseil National Des Chargeurs du Benin</i>
CNPA	<i>Centrale des Nouvelles Productions Animales (Burkina Faso)</i>
CNRST	<i>Centre National de Recherche Scientifique et technologique (under INERA)</i>
COFENABVI	<i>Confédération des Fédérations Nationales des Filières Bétail Viande des Pays Membres de l'UEMOA</i>
COTR	Contracting Officer's Technical Representative
CPI	<i>Conseil Présidentiel de l'investissement (Senegal)</i>
CTRAPA	<i>Centrale de Transformation des Produits Agricoles (Burkina Faso)</i>
CUEDA	<i>Cellule Universitaire d'Expertise et de Conseil pour le Développement Agricole (Côte d'Ivoire)</i>
DCA	Development Credit Authority
DTA-IRSAT	<i>Département Technologie Alimentaire (Lycée Professionnel de Bobo-Département Agroalimentaire) (Burkina Faso)</i>

E-ATP	Expanded Agribusiness and Trade Promotion Project
ECOWAP	Economic Community of West African States Agricultural Policy
ECOWAS	Economic Community of West African States
EMPRETEC	Spanish acronym from <i>emprendedores</i> (entrepreneurs) and <i>tecnología</i> (technology)
ERF	Environmental Review Forms
EWB	Engineers without Borders (Canada)
FaaB	Farming-as-a-Business
FARA	Forum for Agricultural Research in Africa
FDA	Foundation for Democracy in Africa
FEBEVIB	<i>Fédération de la Filière Bétail/Viande du Burkina Faso</i>
FEBEVIM	<i>Fédération de la Filière Bétail/Viande du Mali</i>
FEPPASI	<i>Fédération Provinciale des Professionnels Agricoles de la Sissili, Burkina Faso</i>
FIAB	<i>Fédération des Industries Agro Alimentaire et de Transformation du Burkina Faso</i>
FOB	Free on Board
GAPTO	Ghana Agricultural Producers and Traders Organization
GDA	Global Development Alliance
GGC	Ghana Grain Council
GMM	<i>Grands Moulins du Mali</i>
GWRP	Ghana Warehouse Receipt Program
HAACP	Hazard Analysis and Critical Control Points
IEE	Initial Environmental Evaluation
IFDC	An International Center for Soil Fertility and Agricultural Development
IITA	International Institute for Tropical Agriculture
IICEM	<i>Initiative Intégrées pour la Croissance Economique au Mali</i>
INERA	<i>Institut de l'Environnement et de Recherches Agricoles (Burkina Faso)</i>
IPM	Integrated Pest Management
ISFM	Integrated Soil Fertility Management
JAAL	<i>Journées Agroalimentaires (Burkina Faso)</i>
LNSP	<i>Laboratoire National de Santé Publique (Burkina Faso)</i>
M&E	Monitoring and Evaluation
MELS	<i>Meunerie et Emballage de Légumes Secs, Farine et Semoule de Céréales</i>

MIR	Managing Inputs Regionally (IFDC project)
MF	Market Facilitator
MIS	Market Information System
MoU	Memorandum of Understanding
NEPAD	New Partnership for Africa's Development
ODC	Office of Development Credit
OPA	<i>Observatoire des pratiques anormales (UEMOA)</i>
ORO/AOC	<i>Observatoire Régional de la Filière Oignon/Afrique de l'Ouest et du Centre</i>
ORO/BF	<i>Observatoire Régional de la Filière Oignon au Burkina Faso</i>
PAFASP	<i>Programme d'Appui aux Filières Agro-Sylvo-Pastorale (Burkina Faso)</i>
PAU	<i>Politique Agricole de l'Union (UEMOA)</i>
PCDA	<i>Projet Compétitivité et Diversification Agricole (Mali)</i>
PCE	<i>Projet de croissance économique (Senegal)</i>
PERSUAP	Pesticide Evaluation Report and Safer Use Action Plan
PFACI	<i>Plate-forme des femmes agricultrices de Côte d'Ivoire</i>
PIVA	Partner Institutional Viability Assessment
PPP	Public Private Partnership
PROSUMA	<i>Société Ivoirienne de Promotion de Supermarchés (Côte d'Ivoire)</i>
RAO	Regional Agricultural Office
RCVV	<i>Réseau de Veille sur la Commercialisation de Céréales (Burkina Faso)</i>
RTCF	<i>Réseau des Transformatrice des Céréales du Faso</i>
SEND-Ghana	Social Enterprise Foundation of West Africa (an NGO)
SIBEA	<i>Société Industrielle Burkinabè d'Epices et d'Alimentation</i>
SITRAC	<i>Société Industrielle pour la Transformation et la Commercialisation des céréales (Burkina Faso)</i>
SODEPAL	<i>Société d'Exploitation des Produits Alimentaires (Burkina Faso)</i>
SOFIPE	<i>Société de Financement des Petites Entreprises (Burkina Faso)</i>
ToT	Training of Trainers
UBA	United Bank for Africa
UCOVISA	<i>Union des Coopératives du Vivrier des Savanes</i>
UGCPA	<i>Union des Groupements Pour la Commercialisation des Produits Agricoles (Burkina Faso)</i>
UPPA/Houet	<i>Union Provincial des Professionnels Agricoles du Houet (Burkina Faso)</i>

URC-Nazinon	<i>Union Régionale des Coopératives-Nazinon (Burkina Faso)</i>
UEMOA	<i>Union Économique et Monétaire Ouest Africaine (West African Economic and Monetary Union-WAEMU)</i>
UPPA-Houet	<i>Union Provincial des Professionnels Agricoles du Houet</i>
USADF	United States Africa Development Foundation
USAID	United States Agency for International Development
VAT	Value-Added Tax
VC	Value Chain
VCDP	Value Chain Development Plan
WA	West Africa
WATH	West Africa Trade Hub project
WWB-G	Women's World Banking Ghana

I. INTRODUCTION

I.1 BACKGROUND

This progress report for the Agribusiness and Trade Promotion (ATP) project covers the period from April to June 2010, the third quarter in the project's third year work plan. The project was awarded in April 2008 to a consortium led by Abt Associates and including CARANA, ACDI/VOCA and Ibex International. The team was fielded in May-June 2008.

I.2 PROJECT OBJECTIVES AND EXPECTED OUTCOMES

ATP's primary objective is to increase the value and volume of intra-regional agricultural trade in West Africa in order to contribute towards the six percent agricultural growth target set under the Comprehensive Africa Agriculture Development Program (CAADP) of the African Union's New Partnership for Africa's Development (AU-NEPAD), a framework for sustainable development drafted by African leaders. The Economic Community of West African States (ECOWAS) has developed its Agricultural Policy (ECOWAP) to implement the CAADP in its region.

The ATP program implements integrated activities and programming to contribute to the following outcomes:

1. OUTCOME 1: Significant reduction in the incidence of physical and policy-related barriers to moving agricultural and related commodities regionally in West Africa.
2. OUTCOME 2: Enhanced linkages among agricultural producers and agro-input suppliers, agro-processors and distributors.
3. OUTCOME 3: More effective advocacy by regional private sector and other non-governmental actors for regional and national policies in support of a conducive environment for increased regional agricultural trade.
4. OUTCOME 4: Improved efficiency of trade transactions and regional market access, in particular through the improvement of regional market information systems.

Although ATP was conceived shortly before the ECOWAP Regional Investment Plan (RIP) was developed in 2009, the project is consistent with the RIP's Mobilizing Programs (MPs), which seek to: (i) promote strategic products for food sovereignty, (ii) promote an overall enabling environment for regional agricultural development, and (iii) reduce food insecurity and promote sustainable access to food. This is because ATP was designed to reflect the priorities of ECOWAP/CAADP and, consequently, the project's core elements are reflected in the MPs as the key implementing instruments of these priorities.

The project's Outcome 1, in its efforts to reduce the incidence of road and policy-related barriers to trade, focuses on improving the enabling policy environment

(MP2) and facilitating the free movement of people, goods, and vehicles to enhance access to food across the region (MP3). Outcome 2 relates to the development of priority value chains, including livestock and maize, also identified by MP1 as priority regional value chains. By addressing the capacity of private sector for an effective strategy, Outcome 3 also contributes to an improved enabling policy environment (MP2). Finally, Outcome 4 is about improving access to food through the increased availability of market information and financing needed throughout the value chain (MP3).

2. PROJECT APPROACH

2.1 VALUE CHAIN CORRIDOR-BASED APPROACH

ATP focuses interventions in its outcome areas on a limited number of selected value chains (ruminant livestock/meat, maize, and onion/shallot) as a basis for identifying technical gaps and opportunities that will assist the entire agricultural sector. Value chains were evaluated against the following seven factors: (1) the product's importance in intra-regional trade; (2) urban demand for processed or value-added product; (3) the form (current degree of processing) of the traded product; (4) the potential for adding more value; (5) the number of small farmers and other participants involved; (6) the degree of perishability; and (7) transportability of the product.

The project works along the broad Central-West African corridors, through which Sahelian countries (Mali, Burkina Faso, and Niger) trade with coastal countries (Côte d'Ivoire, Ghana, Togo and Benin) in the project's targeted value chains. In this context, ATP monitors trade flows and road harassment information along the targeted commodities' trade/transport corridors.

2.2 PARTNERSHIPS IN IMPLEMENTATION

ATP helps regional inter-governmental organizations (ECOWAS, UEMOA, and CILSS) to work in synergy with WATH and other USAID projects in the region and supports regional and national umbrella organizations of producers, processors and traders involved in the target value chains along the selected trade/transport corridors.

3. INTRA-REGIONAL TRADE HIGHLIGHTS

3.1 INTRODUCTION

ATP's objective to increase the volume and value of intra-regional agricultural trade must be assessed in the context of its catalytic contribution to intra-regional trade rather than attempting to leverage all of its determinants. Numerous factors (political, economic, financial, geographic, and meteorological, among others) jointly determine the patterns of regional agricultural trade, and specialists have yet to find a unified theory that accounts for them all.¹ Similarly, attempts to isolate the effect of one or a few such factors by controlling for others are difficult on theoretical grounds (as alluded to earlier), technical grounds (survey instruments and data requirements, particularly concerning informal trade), as well as limited project finances and time considerations.

ATP has identified a few critical constraints and proposed remedies to achieve impact on the ground while acknowledging that many other factors are at play. By design, ATP works on the "soft side" (i.e. not on infrastructure and direct investment), providing advocacy and facilitation support related to road and policy barriers, enhanced value chain linkages, business contracts, market information and access to finance to reach its objectives. The project strives to provide quantitative data, insightful anecdotes, and credible testimonies to document its contribution to increased trade along specific corridors and marketing channels, rather than region-wide.

During the quarter under review, ATP continued to upgrade its partners' skills to ensure good quality trade and other data. ATP's M&E Specialist conducted data management and analysis training for enumerators engaged in the collection of cereal, ruminant/livestock and onion trade data in Ghana, Benin and Togo. ATP contracted a consultant at the *Conseil National Des Chargeurs du Benin* (CNCB) to provide this training in Kumasi and Cotonou, and independent consultants to do so in Lomé and Ouagadougou.

3.2 ONION TRADE

ATP collects onion trade data with the assistance of the producer/trader associations directly involved in this trade: the Ghana Agricultural Producers and Traders Organization (GAPTO) and national chapters of ORO/AOC in the other coastal countries (Togo, Benin, and Côte d'Ivoire). For consistency with other trade data, onion imports are valued at free on board (FOB) prices and are reported as exports. From April to June 2010, coastal countries imported a total of 40,170 tons of onion, with an export value of about \$13.77 million (see Table 1 below).

¹ Actually, the so-called Gravity Model, widely used to estimate intra-regional trade, mostly relies on relative economic size and distance in pairs of countries.

TABLE 1: VOLUME AND VALUE OF ONION TRADE² BY COUNTRY, APR-JUN 2010

Country	Volume (tons)	Value (USD Million)
Ghana	25,066	8.58
Côte d'Ivoire	13,265	4.39
Benin	1,191	0.40
Togo	834	0.40
Total	40,356	13.77

Ghana recorded the highest volume and value of trade, followed by Côte d'Ivoire, Benin and Togo. Compared with the same period in FY09, the total import volume through the marketing channels monitored in the four countries was 29,118 tons (a 39% increase), valued at \$8.47 million (a 63% increase). Traders report that the year-over-year increase in volume results from traders making more frequent trips with fewer bags per truck (as ATP was one of the first to recommend) in order to comply with the axle load limit measure. Traders also credit ATP for coaching them on methods to reduce the incidents of road harassment. ATP has also been active in facilitating trade events and business contacts to help Burkina Faso expand onion exports to coastal countries.

3.3 LIVESTOCK/RUMINANT TRADE

The project monitors livestock exports from Mali and Burkina Faso to coastal countries (except Ghana) through our regional partner, COFENABVI, and livestock imports into Ghana through the Ghana Cattle Traders and Breeders Association, as COFENABVI does not yet operate in Ghana. During the quarter under review, livestock trade flowing through these three marketing channels totaled 92,534 heads of cattle, valued at about \$46.82 million (at FOB prices). The number of sheep and goats traded was 100,195, valued at about \$5.77 million. The total value of trade in livestock/ruminant in the third quarter of FY10 was \$ 52.59 million.

Overall, the total value of trade in livestock increased by 14 percent this quarter over the same quarter last year (from about \$46.29 million in FY09 to about \$52.59 million in FY10). ATP contributed to this increase through trade facilitation efforts. For cattle, year-over-year for the same quarter, total volume increased by about 12 percent (from 82,487 to 92,534), and total value appreciated by about 16 percent (from \$40.44 million to \$46.82 million). For sheep and goats, total volume increased by about 14 percent in volume (from 87,678 to 100,195), while total value slightly decreased, by 1.4 percent (from \$5.650 million to \$5,766 million), due to fluctuating market conditions.

² Trade data for onion and all other products captured at the import level (for ease of monitoring) are valued at FOB price to derive the value of intra-regional trade exports required for comparison across value chains.

TABLE 2: VOLUME AND VALUE OF LIVESTOCK TRADE, APR-JUN 2010

MONTH	COUNTRY						
	GHANA	MALI		BURKINA FASO		Total Cattle	Total Sheep/Goats
	Cattle	Cattle	Sheep/Goats	Cattle	Sheep/Goats		
Apr (head)	8,461	12,970	16,008	12,600	18,190	34,031	34,198
May (head)	7,456	11,109	15,700	12,564	21,756	31,129	37,456
Jun (head)	9,496	7,101	11,699	10,777	16,842	27,374	28,541
Total (head)	25,413	31,180	43,407	35,941	56,788	92,534	100,195
Total Value (\$)	14,348,468	13,831,071	2,852,857	18,641,665	2,913,140	46,821,204	5,765,997
Total Value (\$)						52,587,201	

Note: Total value is at FOB prices (i.e. value of intra-regional exports)

3.4 MAIZE TRADE

The project monitors maize exports from Ghana, Burkina, Mali, Côte d'Ivoire, Togo, and Benin through partners working in marketing channels crisscrossing these countries. A country exporting maize at one time in the year could be importing it at another time and the project is careful not to double-count exports. For this, ATP relies on the associations of traders who practice this cross-border trade. In Ghana, these include the Techiman and Ejura-based traders; in Burkina Faso, CIC-B; and in Mali, the Sikasso-based APLS and the Kayes Maize Export Association that focuses on trade with Senegal and Mauritania.

During the quarter under review, maize trade flowing through these marketing channels totaled 22,783 tons, with an FOB value of \$4.96 million (see Table 3 below). Compared with the same period in FY09 (11,114 tons, valued at \$2.26 million), trade in this quarter increased by 105 percent in volume and by 119 percent in value.

TABLE 3: MAIZE EXPORT VOLUME AND VALUE BY MARKETING CHANNELS, APR-JUN 2010

Marketing Channel	Volume (tons)	Value (\$)
Techiman (Ghana)	160	45,465
Ejura (Ghana)	99	32,512
CIC-B (Burkina Faso)	16,369	3,718,150
APLS (Mali)	5,515	984,362
Kayes Maize Association (Mali)	640	178,111
Total	22,783	\$4,958,600

Source: Trader associations providing data

3.5 AGGREGATE TRADE

Table 5 below shows that the overall value of aggregate intra-regional trade in ATP's three products increased by about 25% in the third quarter of FY10 (\$71.20 million) over the same quarter in FY09 (\$57.02). For the first three quarters combined, the increase was 44% year-over-year. There was a decrease in the rate of change from the first to the second quarter, and from the second to the third quarter. This reflects the seasonality of the livestock trade, the dominant component in aggregated trade. Conditions in the October-December quarter are generally most favorable for livestock trade, both on the supply side (animals well-fed in pasture or cereal fields)

and the demand side (end-of-year celebrations). These conditions, particularly on the supply side, worsen as the dry season progresses.

TABLE 4: AGGREGATE TRADE IN THE FIRST THREE QUARTERS IN FY09 AND FY10

Year	First Quarter	Second Quarter	Third Quarter	Nine months
FY10	\$117,815,932	\$80,192,772	\$71,322,064	\$269,330,768
FY09	\$68,594,180	\$60,671,714	\$57,018,145	\$186,284,039
Change Year-over-Year	71.76%	32.17%	25.09%	44.58%

On a product basis, the increase in the value of maize traded in the quarter under review was 119% (\$4.96 million in FY10) over the same quarter in FY09 (\$2.26 million); in livestock, 14% (\$52.59 million over \$46.29); and in onions, 61% (\$13.66 over \$8.47 million) for the same periods. The total volume of intra-regional trade during the quarter under review came to 27,783 tons for maize, 40,170 tons for onion, 47 million head of cattle and 6 million of sheep/goats.

4. OUTCOME I: REDUCING BARRIERS THROUGH DIRECT SUPPORT TO ECOWAS AND UEMOA

4.1 ROAD TRANSPORT

ATP's monitoring of road harassment along the main onion, livestock, and maize value chain transport corridors provides insightful data for comparison across these value chains. Our effort also complements works carried out by the West Africa Trade Hub (WATH) and the World Bank-financed Abidjan Lagos Corridor Organization (ALCO). The combined effort of these three projects provides a comprehensive picture of and advocacy platform on road harassment in West Africa. Among our three value chain products, onion is the only one trucked across borders on a daily basis and thus has been documented more extensively since October 2009. The data on this perishable product also provides a benchmark for comparison with livestock and maize.

Onion value chain corridor (Kantchari-Accra). The tables below compare the current quarter with the baseline (October-December 2009) in terms of road stops imposed by various categories of public agents. The number of roadblocks has decreased in Burkina Faso (9%) but increased considerably in Ghana (26%). The latter change, however, is due to the increase in police checkpoints and reflects social tension in northern Ghana.

A pattern emerges from the data: customs officers operating not only at border posts, as would be expected, but also within the countries' borders. The customs administrations in the region argue that such additional checkpoints are needed to clampdown individuals that manage to avoid border posts and paying import taxes. However, once customs officials are posted at these checkpoints, they concern themselves not only with goods imported from outside the region but also with the locally grown agricultural products.

**TABLE 5: ROAD BLOCKS ALONG THE KANTCHARI-ACCRA
ONION TRADE CORRIDOR, OCT-DEC 2009**

Country	Trips	Km	Road blocks by category of official agents					Per 100 km
			Police	Customs	Gendarmerie	Other	Total	
Burkina	35	400	3	6	5	0	14	3.5
Ghana	35	916	14	9	0	1	24	2.6
Total	35	1,316	17	15	5	1	38	2.9

**TABLE 6: ROAD BLOCKS ALONG THE KANTCHARI-ACCRA UNION
TRADE CORRIDOR, APRIL-JUNE 2010**

Country	Trips	Km	Road blocks by category of official agents					Per 100 km
			Police	Customs	Gendarmerie	Other	Total	
Burkina	44	400	3	7	3	0	13	3.2
Ghana	44	916	19	9	0	2	30	3.3
Total	44	1,316	22	16	3	2	43	3.3

Even as the number of roadblocks has fluctuated within Burkina Faso and Ghana, illegal payment has decreased in both countries this quarter (by about 17% in Burkina Faso and 15% in Ghana) when compared to the baseline. Truckers and traders credit ATP for coaching that helped them contend with officials and pay reduced bribes. Among official agents, customs officers collected the largest bribes in both countries.

**TABLE 7: ILLEGAL PAYMENTS ALONG THE KANTCHARI-ACCRA
UNION TRADE CORRIDORS, OCT-DEC 2009**

Country	Trips	Km	Illegal payment by category of official agents (\$)					Per 100 km
			Police	Customs	Gendarmerie	Other	Total	
Burkina	35	400	43	109	46		198	49.5
Ghana	35	916	30	95	0		125	13.6
Total	35	1,316	73	204	46		323	24.5

**TABLE 8: ILLEGAL PAYMENTS ALONG THE KANTCHARI-ACCRA UNION
TRADE CORRIDOR, APRIL - JUNE 2010**

Country	Trips	Km	Illegal payments by category of official agents (\$)					Per 100 km
			Police	Customs	Gendarmerie	Other	Total	
Burkina	44	400	44.4	104.3	13.9	2.3	164.8	41.2
Ghana	44	916	56.4	41.5	0.0	5.2	103.2	11.3
Total	44	1,316	100.8	145.8	13.9	7.5	268.0	20.4

Livestock value chain corridor. During this quarter, ATP systematized the collection of road harassment data along the Fada N'Gourma, Burkina Faso to Parakou, Benin trade route leading to Nigeria. This length of this corridor is less than 500 km, much shorter than the 1,316 km Kantchari-Accra union corridor. Still, with three road blocks per 100 km (Table 5), the number of stops in this short link is only slightly less than on the much longer union corridor.

**TABLE 9: ROAD BLOCKS ALONG THE FADA-PARAKOU
LIVESTOCK TRADE CORRIDOR, APRIL-JUNE 2010**

Country	Trips	Km	Road blocks or barriers by category of official agents					Per 100 km
			Police	Customs	Gendarmerie	Other	Total	
Burkina	25	150	2	2	2	1	7	4.7

Benin	25	319	1	1	1	4	7	2.2
Total	25	469	3	3	3	5	14	3.0

Trucking livestock across borders carries considerable risk, and potentially more than onion and maize. Traders risk losing animals the value of the shipment (only about 40 head of cattle are carried per truck) and/or experiencing a sharp depreciation in the value of animals due to weight loss resulting from starvation and thirst during long delays. To reduce risk, livestock traders quickly pay the bribe required at each checkpoint within Burkina (\$20), and to Beninese customs and police officers posted at the Nikki, Benin border (\$200). This lump sum gives truckers safe passage until Parakou, where they must pay an additional bribe (\$4) to pass the checkpoint. In brief, even with fewer checkpoints per 100 km, official agents exact more bribes on this livestock corridor (\$66 per 100 km), as shown in Table 6, than on the onion corridor (\$20 per 100 km). This knowledge of illegal payment patterns along the livestock corridor will be used to help the livestock value chain organization, COFENABVI, frame its advocacy action plan.

TABLE 10: ILLEGAL PAYMENTS ALONG THE FADA-PARAKOU LIVESTOCK TRADE CORRIDOR, APRIL-JUNE 2010

Country	Trips	Km	Illegal payments by category of official agents (\$)					Per 100 km
			Police	Customs	Gendarmerie	Others	Total	
Burkina	25	150	24.6	14.7	18.6	2.0	59.9	39.9
Benin	25	319	72.0	74.0	71.6	32.0	249.6	78.2
Total	25	469	96.6	88.7	90.2	34.0	309.5	66.0

Maize value chain corridor. ATP followed up on its reconnaissance of the Ghana-Burkina maize trade route undertaken in the previous quarter with the posting of an assistant at Po, Burkina Faso and another in Accra to monitor road harassment along this value chain trade corridor. Both agents are making frequent trips to Techiman and Ejura in Ghana to interact with maize traders and transporters.

During the April-June period, ATP's agents noticed little truck movement across the Ghana-Burkina border although cross-border trade in maize was still taking place. Upon examination, they found that maize traders go to great lengths to avoid taking trucks through border-crossings because of the double taxation by customs officers on both sides of the Ghana-Burkina borders (i.e. the Paga/Dakola, Namo/Guelwongo, Tumu/Lan, and Hamale/Ouessa border posts). When they do cross these border posts, truckers pay bribes of about \$50 per truck to Ghana custom officers, in addition to \$150 per truck to Burkina custom agents. To avoid paying these bribes, many traders carry maize from Techiman to Navrongo (in Ghana), where the grain is off-loaded and taken across to Burkina Faso on dirt roads by donkey cart, bicycle, or motorbike for re-loading at Po and Leo en route to Ouagadougou.

Within Ghana and Burkina Faso traders remain subject to roadblocks and illegal payments as well. Riding with maize truckers within each country, ATP's agents experienced first-hand the following incidents of road harassment:

1. From Techiman to the border town of Navrongo in Ghana (about 400 km), agents observed 21 checkpoints (15 Police, 4 Customs, and 2 trade union stops) and documented illegal payments of \$2 to \$4 per checkpoint;

2. Along the Po-Ouagadougou corridor within Burkina Faso (about 160 km), they encountered an average of 9 to 11 checkpoints and recorded \$3 to \$15 in illegal payments per checkpoint; and
3. Along the Leo-Ouagadougou corridor within Burkina Faso, (250 km) they averaged 7-8 checkpoints and illegal payments of \$4 to \$18 per checkpoint.

Corrupt public officials prey on maize traders by taking advantage of their ignorance or neglect of trade documents required to move maize across borders. In many cases, however, even official agents do not know what documents are needed, and some of the documentation requested is not in line with the ECOWAS Free Trade Areas regulation. Corrupt agents often turn this confusion to their advantage in order to solicit bribes.

Market shows and advocacy strategy. ATP is a regular contributor to the *Observatoire des Pratiques Anormales* (OPA) reports, jointly published by UEMOA and WATH, and to the Borderless reports, in partnership with WATH and the World Bank-funded ALCO project. During the quarter under review, ATP joined with WATH and ALCO to organize two road shows in Tema, Ghana and Lomé, Togo, which registered a combined participation of over 400 drivers. Road shows represent great opportunities for truckers to have face-to-face interactions with police, customs, and gendarmerie officers. ATP, WATH and ALCO use these events to encourage drivers to forcefully advocate for change.

Few ATP traders and truckers participate in these road shows because they tend to be held in seaports or dry-ports (such as Ouagadougou or Bamako), however they do not carry out much business in these areas. To attract its main stakeholders, ATP will organize road shows at the main loading/off-loading agricultural markets, such as those for onion: Koudougou and Ouayigouya (Burkina Faso); for maize: Anie (Togo), Bohicon (Benin), Techiman and Ejura (Ghana); and for livestock: Fada, Pouytenga (Burkina Faso), Segou and Sikasso (Mali). Such road shows, internally referred to as “market shows,” will help raise the awareness of truckers and traders of the need to comply with required documents. Participants at market shows will not be limited to traders, truckers, and public officials, but will be extended to producers, civil society, and market women and consumers. These agriculture value chain-focused road shows will bring home the impact of road harassment on the price and availability of foodstuffs that contribute to the region's food security.

In addition to the market shows, ATP is exploring trade facilitation at border posts and close collaboration with other donors (particularly the World Bank) to urge countries to take measures to curb road harassment. Joint border post (JBP), or one-stop border post (OSBP) operations have improved border post operations, and are a proven success in Eastern and Southern Africa. The facilities require infrastructure investment and strong multi-donor coordination, and, to be successful in West Africa, individual countries must eliminate customs checkpoints and keep security checkpoints to a minimum within their borders. Therefore, such a change requires concerted action by civil society backed by strong support by donors. For example, donors could leverage annual budgetary support by requiring countries to reduce road harassment as a performance-based indicator.

Gender. All livestock traders and truckers filling the road harassment forms are male. In the onion cross-border trade, about 29% of those completing the forms are

women traders. (Information was too limited on the maize corridor for a similar disaggregation.)

4.2 POLICY RELATED BARRIERS

The policy team, including the Abuja-based Policy Advisor and a short-term assistant (STTA) on retainer, met with regional officials from the ECOWAS Commission, national officials from Burkina Faso, Ghana and Senegal, private sector operators, and NGOs (Oxfam), during field missions in April and June to Burkina Faso, Ghana, and Senegal. The team focused on the setup of a policy watch system (PWS) to assist ECOWAS; in refining the policy trade barriers work; and providing assistance to key stakeholders and partners.

Policy Watch System

The Policy Watch System aims at improving trade policy compliance and the dispute resolution system in both the ECOWAS and UEMOA context. It involves the operation of regional coordination and monitoring systems for policy implementation, as well as public sensitization of regional trade rules in order to give economic operators in the three ATP value chains a stronger voice vis-à-vis national governments and regional integration bodies. While such a system for compliance and redress exists under UEMOA, it is infrequently used. Such a system has been discussed under ECOWAS but has never been implemented.

An effective PWS requires the adoption and enforcement of policy implementation guidelines at the public sector level, as well as an effective regional monitoring and evaluation mechanism. At the private sector level, it requires facilitating better understanding and compliance with regional trade rules, as well as strengthening the advocacy capabilities of the value chain associations so they know whom to approach in national governments and regional bodies when dealing with complaints by their stakeholders. One of the essential elements missing at the national level is an effective multi-disciplinary committee on ECOWAS matters to receive such complaints from national stakeholders and to interface with the ECOWAS (or UEMOA) Commission. While each country has a number of technical committees tasked with interacting with ECOWAS, they are not “user-friendly” for dispute resolution, nor overly active in ensuring the implementation of regional trading rules. Likewise, lacking at the level of the regional bodies is a commitment to active involvement in dispute resolution to serve as a “market regulator” in fielding complaints and taking action to ensure that member states comply with their free trade commitments.

ATP's outline for the Policy Watch System was presented on June 16 - 17, 2010 in Accra to members of the ECOWAS Commission and officials of Ghana's administration at a joint meeting with the West Africa Trade Hub. The meeting endorsed the ATP proposal that the PWS be initially put into place to resolve the policy barriers to trade identified for the three ATP value chains.

Policy Barriers

Maize. Côte d'Ivoire's customs officials, in order to extract bribes, request not only a certificate of origin for maize coming from Mali or Burkina Faso, but also a certificate of origin for the bags in which the maize is packaged. (Customs officials in other countries do the same for cereals and onion.) Requiring a certificate of origin for

bags is in violation of the Harmonized System's General Rules of Interpretation #5, which states that packaging is to be classified with the product being traded. ATP will work with the value chain associations to provide officials from Côte d'Ivoire and other countries with relevant information to stop this practice.

While all countries in the region have seasonal export bans on cereals based on food security concerns, many also add that local maize should not be exported because countries subsidize inputs for its local production. Export bans run counter to the ECOWAS and UEMOA regional trading rules and, in accordance with the regional agricultural policy, ECOWAP, countries should adopt agricultural trade policies that only minimally distort trade. The policy team is working with an internal ATP group to develop a concerted approach to eliminate such constraints and to establish a Policy Watch System to address nationally imposed export restrictions.

The policy team also continues to follow efforts led by CILSS to develop a regional system for food security buffer stocks. The issue of cereal trade restrictions in a drought-prone, food-insecure region came to the fore when an emergency ministerial meeting was convened by ECOWAS in Lomé on May 19, 2010. The meeting was intended to determine the extent of the Sahelian food crisis and to determine appropriate regional and national responses. The outcome of the ministerial meeting was in line with the ATP policy proposal to ECOWAS to eliminate seasonal trade bans within the context of the CILSS-led regional food security program. A recent agreement among national food security agencies led to the commitment of large quantities of cereals (and cowpeas) from national stocks being held for regional emergencies, such as that currently occurring in Niger and surrounding areas. ATP may be able to provide information and assistance to those groups, for example by distributing FAO guides on best practices for buffer stocks management.

Ruminant Livestock and Meat. In May, the policy team drafted an advocacy background document to help the *Fédération de la Filière Bétail/Viande du Mali* (FEBEVIM) remove the requirement of obtaining the regional governor's approval for exporting livestock. The document, drawn from the findings of the team's prior missions to Mali in May and December 2009, outlines how the requirement came into effect, traders' complaints that the requirement leads to time delays and increased costs (bribes), that the restriction has not accomplished its goal to provide additional market information, and the procedure for eliminating the requirement. The document was presented by FEBEVIM to Mali's Minister for Livestock, who requested additional information and justification.

In April, the policy team visited the Dakar slaughterhouse, which is undertaking an impressive modernization campaign following HACCP principles and is hoping for ISO-9001 certification in the near future. Senegal's meat traders expected to export fresh meat to Guinea-Bissau and The Gambia and are eager to penetrate Cape Verde's meat import market. The policy team met with SOGAS, the slaughterhouse management company, and ANPROBVS, Senegal's national livestock and meat association, including representatives of the Tambacounda women's livestock and meat organization. Meat traders are interested in exporting fresh meat to Cape Verde but lack knowledge of the documentation and technical standards required. As Cape Verde is an ECOWAS member, ATP may be able to help by writing to the Cape Verdean authorities to obtain such information, though initial efforts to do so via e-mail have been unsuccessful.

The policy team also discussed regional livestock trade rules with 22 traders at a sheep and goat market in Dakar and with 25 traders at the main cattle market (where 3,000 head arrive per day), and informed them about two non-compliant practices that provide grounds for public agents to exact bribes: people (assistant drivers) riding with animals and excessive numbers of animals per truck.

Onion-Shallots. ATP identified the use of mesh bags in place of second-hand cocoa jute bags as a priority investment for the transport of onion (as addressed in the previous quarterly report). In Rao, Senegal, the policy team visited an onion collection and distribution center and gathered information on the use of mesh bags made in Senegal by COFISAC³. The cooperative bought the 40-kg onion bags in stacks of 1,000 bags at FCFA 160 (about \$0.30) per bag for resale to cooperative members at FCFA 175. The team also looked at onion storage, another priority investment previously identified, and toured an innovative, environmentally sustainable onion storage center being constructed as a prototype by a French consultant. The storage center uses no electricity and is designed to allow the heat of the day to escape via a roll-top roof throughout the night. The unit uses local mud bricks, local fibers (*tipha* from the Senegal River Valley) and recycled plastic. This region has the potential to become an exporter of onion to Mauritania and offers lessons for other countries in the development of this value chain.

Regional ATP Project Assists Bilateral PCE Project in Senegal

ATP is collaborating closely with USAID/Senegal's *Project de croissance économique* (PCE) in areas of mutual benefit such as policy work. PCE has been tasked with assisting Senegal's Presidential Investment Council (*Conseil Présidentiel de l'investissement* - CPI) to prepare for a "border conference" between Senegal and Mali in October 2010. The CPI is establishing four working groups (on agriculture, livestock, merchandise, and cross-cutting issues) that are expected to meet four times before October to develop national positions on relevant cross-border issues.

At the request of PCE, the ATP policy team participated in the launch of this CPI program on June 8, 2010 in Dakar. The policy team presented an overview of the regional trading system (ECOWAS, UEMOA) to the 60 participants, including specifics on the regional trading rules for the three ATP value chains. With regard to maize, for example, the presentation discussed recommendations against customs tariffs or "taxes of equivalent effect" applied on intra-regional trade, highlighting that VAT should not be applied on imported products when not assessed on domestic sales. It also addressed non-tariff barriers, such as frequent control checkpoints (bribe opportunities) or technical barriers to trade, that should have been eliminated under the regional trading rules. The policy team also led the discussion on documentation necessary for the free movement of the product, the truck, and the driver and his or her crew across regional borders. For example, under the regional trading rules, the phytosanitary certificate is a key document required for maize exports, while a certificate of origin is not required for intra-regional trade although it continues to be requested by customs agents of the importing country.

In the next few months, the policy team will continue to assist the PCE in its efforts to help the Senegalese delegation prepare for the border meeting. Depending on the PCE, ATP assistance will involve providing information requested by the CPI working

³ Traders also use recycled bags from Dutch imported onion.

groups, visiting Senegal for more interaction, or attending the border meeting as a resource. The team also intends to provide the materials presented to the Senegalese delegation to the equivalent Malian stakeholders.

4.3 ENVIRONMENTAL ISSUES

Road harassment surveys and analysis, as well as advocacy activities during road shows, received a Categorical Exclusion under the applicable Initial Environmental Examination (IEE).

Use of national stocks of cereals and cowpeas for regional food security emergencies may have an adverse effect on the environment (from the building of warehouses, use of fumigation to control insect infestation, incentives to use fertilizer and pesticides to increase agricultural production, etc.). If ATP collaborates with food security agencies, it will provide them with FAO guides on best practices for buffer stock management and the good practice guides outlined on the ENCAP (Environmentally Sound Design and Management Capacity Building for Partners and Programs in Africa) website.

Other policy activities implemented during the April-June quarter have no significant adverse effect on the environment and received a Categorical Exclusion under the applicable IEE.

5. OUTCOME 2: ENHANCED LINKAGES AMONG AGRICULTURAL PRODUCERS AND AGRO-INPUT SUPPLIERS, AGRO-PROCESSORS AND DISTRIBUTORS

ATP addresses this outcome through *Component 2: Building Links through Support for Regional Organizations*. During the reporting period, the project continued assisting value chain actors to implement technical and institutional strengthening activities to develop stronger linkages among themselves and boost intra-regional trade in maize, livestock/meat, and onion/shallot.

5.1 DEVELOPMENT AND IMPLEMENTATION OF A CAPACITY-BUILDING PLAN FOR REGIONAL ORGANIZATIONS

During the period under review, ATP implemented technical and institutional/organizational capacity building programs for stakeholders of its selected value chains.

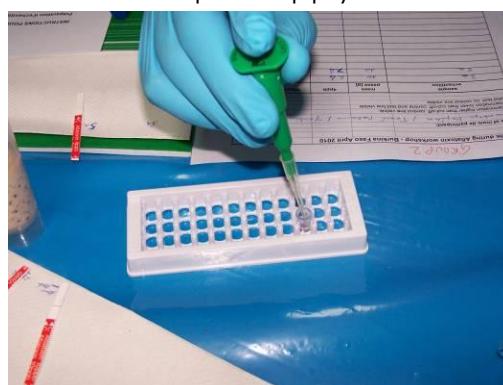
5.1.1 MAIZE VALUE CHAIN



Rapid detection of aflatoxin training. ATP organized a training of 25 key actors (food processors, representatives of producer groups, traders, and individuals from research centers and public health laboratories) in the use of a field kit to quickly detect the presence of aflatoxin in cereals. The training took place in Ouagadougou on April 14 – 16, 2010 and involved a series of lectures, practical demonstrations, exchanges of experience and field trips to apply the tests in

working environments.

The overall objective of the training was to enhance the capacity of stakeholders to monitor aflatoxin levels to ensure the quality and safety of cereal grains, processed foodstuffs and animal feed. Producers, traders, and processors often need inexpensive and easy-to-use tests for quick



"go/no-go" decisions about the consignments they supply and or procure from markets. In such cases, rapid immunoassays—the principle tests done with the field kits—are valuable tools. The hand-held devices, previously tested under field conditions with leading processors, granaries, and warehouse operators in Burkina Faso, can be used at critical control points along the supply chain (at the producer level, collection and wholesale markets, warehouses, and processing plants) and by public health officials to monitor toxin levels at retail markets and food vending venues. The test kits will also help commercial growers ensure that their crops meet the quality standards of increasingly stringent buyers in premium markets.

The training was a component of an overarching program funded by the Australian International Development Agency (AusAID), which is implemented jointly with the International Institute for Tropical Agriculture (IITA), the University of Natural Resources and Applied Life Sciences/Romer Labs (UNRALs) in Vienna, Austria, the Department for Agro biotechnology (BOKU) in Tulln, Austria, and the *Institut National pour l'Environnement et la Recherche Agricole* (INERA) in Burkina Faso. The program is entitled the "Diffusion of Cost Effective Technologies for the Control of Aflatoxin Contamination for Increased Health and Income," and covers Burkina Faso, Tanzania and Mozambique. ATP partnered with the above organizations to sponsor and organize the training and the program consortium contributed 74% of the total cost.

Strengthen capacity of Agro-Productions in contract farming. Agro-Productions is primarily a producer and supplier of certified maize and cereals seed that works with a growing number of contract farmers. The company is expanding its contract production of maize and other cereals for distribution to national and regional buyers. The supply chain/outgrower operations of Agro-Productions are expected to serve as a model for other business interested in improving the performance of their supply channels as well as relations with small-scale producers.

With support from ATP and in collaboration with Engineers Without Borders (EWB), Agro-Productions trained 72 of the company's existing and potential lead farmers and public agricultural service technicians in Farming as a Business (FaaB) in a three-day workshop in Burkina Faso, May 19 – 21, 2010. The training was designed to strengthen the relations between Agro-Productions and its contract farmers and improve its ability to manage its contract farming operations and increase the productivity of both producers and Agro-Productions.

EWB has become a key partner in strengthening the capacity of lead firms such as Agro-Productions. With them ATP will identify additional opportunities for using the FaaB module developed by EWB to support potential model contract farming operations.

Cascade training in Integrated Crop Management in the region. Following last quarter's training of trainers in Integrated Pest Management (IPM) and in Integrated Soil Fertility Management (ISFM), various organizations in the region indicated their readiness to support the training of their members in ISFM and IPM. Accordingly, in the quarter, ATP assessed the capacity of select organizations in Mali and Côte d'Ivoire to manage the grant supporting the training of producer members. ATP is also in the process of finalizing extension materials to be used in the cascade trainings, which are expected to take place in July and August.

5.1.2 RUMINANT LIVESTOCK/MEAT VALUE CHAIN

Training trainers in slaughtering and meat preparation. There is currently a wide gap between the consumer expectations in high-value market segments for specific cuts of meat and sanitary assurances and what is supplied under existing practices. One difficulty is the conditions under which animals are slaughtered and another is the butchers' lack of knowledge regarding the cuts of meat sought by these consumers and techniques for skillfully and efficiently extracting these cuts from properly slaughtered animals. From May 10 – 15, 2010, 25 butchers from Ouahigouya and Ouagadougou were trained as trainers in slaughtering and meat preparation practices. The workshop, conducted by the *Fédération de la filière Bétail/Viande du Burkina Faso* (FEBEVIB), aimed to improve the practices of butchers in preparing meat for high-value market segments based on recognized cuts of meat and better sanitary practices. The training also equipped participants with the skills to impart what they learned to butchers and colleagues elsewhere.

An immediate success of this activity was observed in one butcher's investment to refurbish his facility in Ouagadougou by equipping it with the proper sanitary provisions and refrigeration. The butcher is using his newly acquired techniques in an effort to position his business as a supplier to high-end consumers.

ATP provided participants in the training of trainers with technical reference manuals



Demonstrating meat cutting techniques

in print and digital form to use in future sessions to train colleagues. In addition, participants were presented with a DVD showing the process from slaughtering to butchering in complete detail.

These tools will be part of future cascade trainings that will be supported by the World Bank/PAFASP program and ATP expects that an additional 1,000 butchers in Burkina Faso will be trained as a result

Supporting a regional livestock trading company. *Africaine de viandes et de services*, created in 2009 with ATP support, is a regional livestock trading company with prospects to expand into the supply and distribution of high-quality cuts of meat. At present, ATP is supporting *Africaine de viandes et de services* to finalize a business plan and has advised the company on the planning process and scope of work for independent expertise. *Africaine de viandes* has preselected three consultant firms in the development of its business plan, which is expected to start during the July-September quarter.

Simultaneously, ATP assisted the company with the recruitment of a Managing Director who will be in charge of establishing *Africaine de viandes et de services* in the marketplace and managing business relationships. Three candidates have been

shortlisted from over 100 applicants. The company will make a final decision at its next board meeting. All efforts will be made to have the Managing Director on board for the business planning process.

Cascade training of cattle fatteners in Mali. Over 1,200 cattle producers in Mali, including 200 women, received training on practical techniques for fattening cattle. In collaboration with the World Bank/PCDA and the *Grand Moulin du Mali* (GMM), ATP provided the *Fédération de la filière Bétail/Viande du Mali* (FEBEVIM) with a grant to organize training sessions in five regions: Bamako, Koulikoro, Ségou, Sikasso and Mopti. The sessions were led by cattle fatteners previously trained by the project and were supported by local consultants to ensure logistical arrangements and technical feedback to the facilitators.

Restructuring Benin's Federation. The *Fédération Nationale Bétail Viande du Bénin* (FENABEV) is a chapter member of COFENABVI, the region's key inter-professional organization of livestock and meat market actors and ATP's key partner. ATP assisted FENABEV in preparation of its general assembly held in June 5-10, 2010, during which, FENABEV aligned its governing texts with local law and revised its organizational objectives. FENABEV elected a new executive board and drafted a three-year action plan that will be finalized during the next quarter. This activity helped bring FENABEV in line with the recommendations made by ATP with regard to COFENABVI's member organizations.



Restructuring of COFENABVI. From June 25 – 29, 2010, in Lomé, the *Confédération des Fédérations de la Filière Bétail/Viande des pays membres de l'UEMOA* (COFENABVI) held its first general assembly in three years. This is a key statutory requirement and one of the recommendations made by ATP during a previous assessment of the regional body. The meeting was opened by Ministers of Animal Resources from Togo and Côte d'Ivoire, the latter flying to Lomé specifically for the meeting, to deliver a rousing welcome to the participants and compel them to play a leadership role and set an example for other organizations in the region.

With support from the Government of Togo, the President of COFENABVI and ATP, over forty delegates from national bodies convened to address some of the organization's thorny issues. Key decisions made during the general assembly include setting up a permanent secretariat of salaried technical professionals to further the organization's mission to provide members with technical support, and removing presidents of national chapters from the executive board to free them to focus on their national obligations and filling vacancies with members able to dedicate time and energy to the business of the confederation. The organization elected a new executive board and drafted a five-year action plan. These structural improvements are expected to improve the dynamism of the confederation and allow it to serve its members more fully.

The general assembly was followed by a three-day Partner Institutional Viability Assessment (PIVA) progress workshop on July 1 - 3 to measure COFENABVI's institutional and organizational improvements since the initial PIVA in June 2009. In administering the PIVA, ATP added a new competency area related to gender (see below under the Gender section). Results and recommendations will be provided in the next progress report.

Support to Amassaman Union in Ghana. As part of ATP's efforts to link cattle fatteners in the Sahel with Ghanaian markets, the project took initial steps to establish a partnership with the Amassaman Union, which is comprised of the Amassaman Butchers Union (250 members) and the Adusei Aning farm and slaughtering house. At present, the Amassaman Union is a budding supplier of butchered meat to Ghanaian supermarkets (e.g., ShopRite and Koala) and sees opportunity to increase its penetration of these high-value market segments.

The focus of collaborating with the Amassaman Union will be threefold:

1. Increase its access to high-value market segments for quality cuts of meat,
2. Improve the slaughtering and butchering operations to satisfy the quality requirements of its target market, and
3. Facilitate long-term direct commercial relations with cattle fatteners in Burkina Faso.

ATP and the Amassaman Union are currently discussing a draft Memorandum of Understanding that lays out the focus of support and the roles and responsibilities of each party. Chief among the next steps is to facilitate meetings between members of the Union and select cattle fatteners to assess the feasibility of direct supply relations.

5.1.3 ONION/SHALLOT VALUE CHAIN

Support to IICEM/Mali in establishing an inter-professional organization. IICEM/Mali organized a gathering of Malian actors in the onion/shallot value chain to assist them in establishing an inter-professional organization. IICEM invited ATP and its Burkina partner, ORO/BF, to share the project's experiences creating an inter-professional body in Burkina Faso, and to identify future opportunities for the two projects to address Mali's regional trade challenges.

Workshop on international trade contracts and win-win relationships. Trade relations between onion suppliers in the Sahel and importers in coastal countries have traditionally been based on bulk sales of variable quality onions, with negotiations focused solely on price. Under these circumstances, commercial relations are often short-lived, one-time deals. Further, traders lack awareness about contracting mechanisms and banking facilities designed to mitigate risk and build long-term relationships.

To address these challenges, ATP held a workshop in Ouahigouya from May 18 to 19, 2010 for 54 key actors in the value chain, including representatives of producer groups, regional commercial financial institutions, and importing and exporting companies, in addition to some of ATP's main collaborators in the region (IICEM,

PAFASP and USADF). Participants came from neighboring countries, including Mali, Burkina Faso, Côte d'Ivoire, and Ghana.

The workshop enlisted representatives from the different groups to prepare presentations of their experiences with regard to contracting mechanisms, the use of banking facilities such as letters of credit, and the importance of having product norms and standards. More formal presentations provided participants with detailed information on several contracting procedures and how best and when to use various bank facilities.



The President of a Burkina onion export association interested in dried shallot from Mali



Participants of the workshop

Complementing ATP's efforts to promote trade in onions that are calibrated, weighed, and packaged in mesh bags, a major importer from Côte d'Ivoire described how his company imports onions from Holland and its requirements for sourcing onions from Burkina Faso and Mali. This presentation had a galvanizing effect on producers and traders alike, awakening many to other channels available for commercializing onions aside from traditional practices that often favor traders by limiting the producers' knowledge of the market.

Training trainers in production of rainy season onions. Building on the interest ATP generated in a new variety of onion capable of growing in the rainy season, 27 participants were trained in production practices for the new variety and techniques



for extending this knowledge to other producers. It is expected that the growth in the production of rainy season varieties will enable onion producers to become year-round suppliers and better position them to compete with imports from Holland and elsewhere.

The participants comprised representatives of 19 producer groups and public agricultural agents. Most came from Burkina Faso, while IICEM/Mali sponsored the participation of five participants from Mali. In a cost-sharing arrangement, IICEM/Mali, the US Africa Development Foundation (USADF), and IFDC covered just over half of all costs and ATP covered the balance. In addition, ATP's collaborators will support participants to extend what they have learned through cascade trainings. They also led guided visits to field demonstration plots.



Site visit, lead trainer Jerome Belem of INERA

Trials of new rainy season varieties. The West Africa Seed Alliance (WASA) provided ATP with six additional rainy season varieties to test under local conditions. The trials, which began at the end of June, will run through September when the onions are harvested. In addition to testing the performance of these varieties, WASA is supporting guided visits by producer group representatives, traders and agro-dealers at key times during the production cycle (nursery preparation and transplanting, production, and harvest phases). IICEM/Mali is expected to sponsor the participation of producers from Mali to attend the last set of guided visits and to exchange experiences with ASPMY, a well-organized producer group in Ouahigouya with a functioning storage facility and packaging center.

5.1.4 INSTITUTIONAL AND ORGANIZATIONAL SUPPORT TO GAPTO

As indicated in the initial PIVA and capacity building plan of Ghana Agricultural Producers and Traders' Organization (GAPTO) supported by ATP in 2009, a key priority for the organization is to improve its leadership and ensure that all key value chains and all Ghanaian regions are represented through the Executive Council of the organization. ATP will support GAPTO in preparation for a general assembly in August 2010 to rejuvenate the association and a progress PIVA workshop in September.

5.1.5 ENVIRONMENTAL ISSUES

Most activities undertaken during the April-June quarter consisted of technical assistance and capacity building activities, and as such received a Categorical Exclusion under the applicable IEE.

Chemicals present in the aflatoxin test kits might contribute to environmental issues if the tests are used at large scale. ATP requested additional information from its partners on the nature of the chemicals and will assess their potential impacts on the environment. Mitigation measures will be developed if needed.

Preparation of cascade trainings in IPM/ISFM included the development of contractual language within the grant agreements to highlight the importance of complying with the ATP's Pesticide Evaluation Report and Safer Use Action Plan (PERSUAP), including monitoring and reporting on pesticides, many of which may be mentioned as examples during the trainings. ATP also translated the PERSUAP into French to facilitate its understanding by grantees in Mali, Burkina Faso, and Côte

d'Ivoire. During the next quarter, once the cascade trainings start, ATP will monitor the compliance of the grantees with the PERSUAP and good agricultural practices.

The training of butchers took place at the Ouagadougou slaughterhouse and followed good practices as outlined in the EGSSAA (http://www.encapafrika.org/EGSSAA/Word_English/livestock.doc). The project did not face any specific environmental issue during this training. As a follow-up to the training, ATP will translate the ENCAP good practice guide on solid waste into French and share it with each participant along with ENCAP good practices on livestock.

The cascade training program in cattle fattening is expected to lead to increased and improved cattle fattening in Sahelian countries, which may have adverse effects on the environment given the production of gas and waste byproducts. Therefore, ATP has decided to share the French version of the ENCAP good practice guide on livestock with each master trainer and with national livestock federations.

Before engaging in a partnership with the Amassaman Union in Ghana, ATP will conduct due diligence of its potential partner and identify possible environmental issues to be mitigated as an integral part of the partnership.

Rainy season onion trials are conducted by INERA under controlled conditions; they are confined to small areas and carefully monitored. This activity received a Categorical Exclusion.

INERA trainers who facilitated the training of trainers on onion production during the rainy season were expected to deal with the identification of pests and disease affecting onion but not with the control of those pests and diseases. Unfortunately, outside their mandate, the trainers also included modules on IPM and mentioned some pesticides as examples. The problem ATP identified was that some pesticides mentioned are not registered in Burkina Faso and as such are not compliant with the PERSUAP. ATP was able to identify the problem a few days before the training course and removed all mention of pesticides. Furthermore, ATP wrote to the trainers to draw their attention to the issue discussed.

The project did not face any other specific environmental issue during the April-June quarter.

5.2 BUILDING LINKAGES AND SUPPORTING TRANSACTIONS

5.2.1 MARKET FACILITATOR NETWORK

Since the last quarter, Market Facilitators (MFs) have been operating under the streamlined arrangement put in place to improve communications and enhance the project's performance. As part of their monthly reporting, MFs provided information on market conditions, barriers to trade, and special events. They updated contact lists, generated bids and offers, and engaged in trade facilitation by working closely with exporter/importers. They also acted on specific requests from value chain leaders and other technical staff. During the quarter under review, they facilitated several business contacts between traders of ATP products.

Ruminant Livestock/meat. In June, the MF in Côte d'Ivoire posted several bids for hindquarters from large Ivoirian meat retailers. The supermarket PROSUMA (*Société Ivoirienne de Promotion de Supermarchés*, Côte d'Ivoire), for example, launched a bid for 110 hindquarters of 70 kg each; they were offered only 60 hindquarters. When fully established, *Africaine de viandes*, supported by ATP, intends to import fattened animals from Burkina Faso and Mali and could be one such supplier. Also in Côte d'Ivoire, the MF identified an opportunity for intra-regional trade in the national program for reinsertion of Côte d'Ivoire's rebellion veterans. The program helps veterans acquire technical skills for employment or to set up their own businesses. One such business is cattle fattening, for which the program would help former veterans acquire young bulls from Burkina Faso and Mali. ATP will do its due diligence before partnering with the program for the purpose of facilitating intra-regional trade in cattle.

Maize. A large grain importer from Niger has approached the producer association of Fada N'Gourma to acquire 2,500 metric tons of maize. The producer association lacks the capacity to supply this quantity and ATP is helping to find additional suppliers for this open bid.

Onion and shallot. The MF in Accra facilitated a supply agreement between a producer organization in north-eastern Burkina Faso and GAPTO onion importers for onion delivery from October 2010 to May 2011; terms and conditions will be specified at a later time. The MF from Côte d'Ivoire attended a workshop in Ouagadougou and arranged for a large Ivoirian importer to initiate talks with a producer association in Burkina Faso to supply the Ivoirian market.

5.2.2 BUSINESS LINKAGES IN THE MAIZE VALUE CHAIN

Synergy with E-ATP in the cereal value chains. The food-processing sector offers substantial opportunities for cereal producers to establish long-term, win-win supply relations with buyers. As processing companies continue to access more discriminating, high-value markets, they will be obliged to invest in measures to enhance the reliability of quantities and qualities of raw materials. In an effort to increase the dynamism of the processing sector in the maize and millet/sorghum value chains, ATP and E-ATP are putting in place a strategy to link lead processing firms in Burkina Faso and Mali with commercial actors in coastal markets. This strategy includes increasing the awareness of financial institutions in the market for processed cereals and developing their confidence in the sector's various actors. Next quarter, the two projects will collaborate to organize a banking roundtable, an assessment of leading buyers in coastal countries, and a trade forum of processors, buyers, and financial institutions aimed at establishing working relationships.

5.2.3 BUSINESS LINKAGES IN THE ONION/SHALLOT VALUE CHAIN

Introductory meetings: Ivoirian onion importers and Burkinabe suppliers. Through its market facilitator in Abidjan, ATP identified a group of companies that regularly import high quality onions from Holland packaged in mesh bags. In late June, ATP facilitated meetings with these companies and a group of three exporters from Burkina Faso to discuss opportunities for supplying these firms with onions that are similarly calibrated and packaged. The importers expressed interest and the willingness to examine a sample of onions, which will be sent in July. Depending on the quality of the samples, the importers would like to visit exporters in Burkina Faso to further explore possible business arrangements.

While in Abidjan, exporters also discussed with their primary trading partner, CocoOignon, how to transition from the bulk trade of onions packaged in jute bags to trade in carefully weighed onions packaged in mesh bags that are ready to retail. The parties signed letters of intent to sell/buy 10 to 15 tons of onions in mesh bags per week beginning in January 2011.

Facilitating relations between Rose Eclat and Nestlé. Rose Eclat is a well-established processor of fruits and vegetables based in Burkina Faso. ATP arranged for the Director of Rose Eclat to meet with buyers from Nestlé, which may be interested in dried onions or onion powder. At present, Nestlé is exploring opportunities for increasing the percentage of raw materials it sources from the region, including onions and onion powder for use in the manufacture of its bouillon cubes. While Rose Eclat's production volumes are limited at present, Nestlé solicited samples for testing in its laboratories. ATP will follow-up with both Nestlé and Rose Eclat regarding this potential partnership and support both parties where necessary.

Promoting the introduction of mesh bags with EmbalMali. ATP previously facilitated meetings between the EmbalMali Distribution Manager and onion exporters and producers in order to promote the transition from shipping onions in jute bags to mesh bags that allow for better aeration and quality control. ATP's Public-private partnership Advisor met with the senior management of EmbalMali this quarter to draft an MOU for ATP's support in developing the market for mesh bags across actors in the onion value chain and establishing sustainable distribution networks. Activities under the draft agreement are expected to begin in the next quarter.

5.2.4 SUPPLY CHAIN MANAGEMENT

Regardless of the sector, businesses in competitive value chains typically seek out and invest in mutually supportive, win-win relationships. The advantages are clear: greater coordination between trading partners improves the reliability of supplies and their quality and enhances the two-way flow of information between trading partners necessary for building trust, solving problems, and remaining flexible in the face of changing market dynamics. These advantages are particularly appealing in instances where businesses invest in out-grower schemes or contract farming operations.

On June 28, 2010, ATP and E-ATP hosted a learning network between five companies in Burkina Faso with contract farming or direct supply operations and producers of onions, maize, maize seed, and sesame. The objective of the meeting was to facilitate exchange between actors on the organizational structuring of their operations, the roles and responsibilities of actors internal and external to the companies, and lessons learned on establishing collaborative supply relationships with producers. Additional objectives of the meeting were:

- To enhance ATP and E-ATP staff's understanding of success factors and appropriate contract farming models in the region in order to develop a model to extend to other actors; and
- To promote the emergence of a learning network of contract farming practitioners that could enhance the knowledge of actors and diminish the time and costs of developing successful operations.

Some of the key lessons learned from the meeting include:

- The importance of communicating with trading partners and establishing win-win relations whereby suppliers and buyers understand that the success of their respective businesses relies on the success of that of their trading partners;
- Identifying and selecting lead farmers or individuals who can play a coordinating and communications function between buyer and individual producers is a critical component of ensuring collaborative relations and buyers' ability to reach large numbers of producers without having to manage all aspects of the supply relations directly with producers; and
- Relationships between buyers and suppliers, once established, require maintenance and nurturing, and social dimensions of the relationship are just as critical as the economic benefits both parties derive.

5.2.5 ENVIRONMENTAL ISSUES

The development of a public-private partnership (PPP) with EmbalMali, as all PPPs, received a Negative Determination with Conditions and requires due diligence of the partner. ATP has developed a due diligence procedure and will endeavor to ensure that the PPP with EmbalMali will not pose any significant environmental issues (e.g., related to the use of plastic products), and that it develops an environmental policy, implements mitigation measures, and monitors them. The PPP agreement will be signed only once the due diligence has been completed and shows satisfactory results.

All other business linkage activities implemented during the quarter under review have no significant adverse effect on the environmental and do not require any specific mitigation measure.

6. OUTCOME 3: MORE EFFECTIVE ADVOCACY BY ACTORS FOR POLICIES IN SUPPORT OF A CONDUCIVE ENVIRONMENT FOR INCREASED REGIONAL AGRICULTURAL TRADE

ATP addresses this outcome mainly through **Component 3: Capacity Building for Private Sector Advocacy**, as well as in Component 2, discussed earlier. Indeed, ATP's strategy for building capacity for private sector advocacy is based on three pillars: (i) organizational strengthening of key partner organizations (addressed under Component 2), (ii) empowerment and capacity building of partner organizations in the elaboration of an advocacy strategy and action plan, and (iii) creation of advocacy platforms that act as pressure groups to implement advocacy activities at both national and regional levels. During the April-June 2010 quarter, ATP assisted cereal and livestock stakeholders in implementing their advocacy plans.

UEMOA's Regional Consultative Committee for Agricultural Value Chains

UEMOA's Common Agricultural Policy (*Politique Agricole de l'Union - PAU*) created the Regional Consultative Committee for Agricultural Value Chains in 2009 to provide technical advice on the implementation of the PAU, with a particular focus on agricultural value chain development. Among the 14 target value chains identified as playing an important economic role in the region, UEMOA selected 5 priority value chains for the PAU 2009/2011 program: maize, livestock/meat, rice, poultry, and cotton. The Committee held its first meeting April 27 - 29, 2009 in Ouagadougou. National Directors of Crop Production and Animal Production Departments from all member states, as well as professional organizations, technical partners and donors attended the meeting. The ATP project was also present. Participants adopted the Committee's by-laws, including a measure for appointing representatives of professional organizations. They lamented the non-existence of a regional organization representing cereal value chain actors, but welcomed the information that CIC-B, with ATP's assistance, was spearheading the creation of a West African Cereal Network.

6.1 CAPACITY BUILDING

Advocacy grants. ATP developed amendments to existing grants provided to CIC-B and COFENABVI. These amendments expand the scope of the grants and include support to advocacy activities identified in the regional cereal and livestock advocacy plans. ATP's support is focused on:

- Strengthening the capacity of CIC-B and COFENABVI to plan, coordinate, and monitor partnerships and advocacy activities at the regional level;
- Facilitating the establishment of maize/cereals inter-professional organizations in Benin, Côte d'Ivoire, Ghana, Mali, and Togo, and of a livestock inter-professional organization in Benin;
- Supporting efforts of national cereal and livestock organizations to mobilize adequate resources for the implementation of national advocacy action plans related to intra-regional trade issues;
- Conducting regional advocacy interventions targeting the removal of barriers to intra-regional trade; and
- Developing and implementing a communications strategy on national laws and regional policies and regulations pertaining to the trade of maize/cereals and livestock.

ATP signed the grant amendment with CIC-B and will finalize the amendment with COFENABVI next quarter after a field visit in July with a Malian livestock federation with recognized experience in advocacy activities that will take the lead at the regional level within COFENABVI.

Preparation of key advocacy events. West African ministers of Agriculture, Trade, and Humanitarian Affairs met in Lomé to consider issues relating to the food and nutritional crisis in West Africa and agree on regional measures. A communiqué indicates that during this meeting, organized by ECOWAS, the ministers examined "steps to ensure the free movement of cereals and all food products across the region, in conformity with ECOWAS Community regulations while securing countries facing supply problems". The ECOWAS Commissioner for Agriculture, Environment and Water Resources, Salifou Ousseini, expressed the hope that the meeting would mark a turning point for asserting regional solidarity in addressing food crises and natural disasters. He underscored the regional implications of such crises, especially the implementation of restrictive measures on cereal exports and transhumance. ATP and its value chain partners see ECOWAS as an important ally to reduce barriers to intra-regional trade. ATP has discussed with CIC-B and COFENABVI the possibility to meet with ECOWAS officials to develop collaborative actions.

In June, ATP approached the Foundation for Democracy in Africa (FDA), which is working in partnership with the Forum for Agricultural Research in Africa (FARA), to organize a roundtable for professional organizations on promoting access to regional markets for agricultural commodities in Africa, to discuss key policy issues relevant to market access and trade. The roundtable will take place in Ouagadougou on July 20, 2010 during the 5th African Agriculture Science Week and the FARA General Assembly. The intent is to share lessons learned and key messages arising from the ongoing policy dialogue and to expand the understanding of key regional agricultural trade policy issues among professional organizations. ATP will sponsor maize, livestock, and onion value chains stakeholders to participate in the roundtable, share their experiences with other participants and promote their message for the free intra-regional trade of agricultural products.

6.1.1 ENVIRONMENTAL ISSUES

All activities undertaken under Component 3 during the quarter under review were classified under a Categorical Exclusion. The ATP technical team and the project partners did not face any specific environmental challenge.

7. OUTCOME 4: PROMOTING EFFICIENCY OF REGIONAL VALUE CHAINS

7.1 MARKET INFORMATION SYSTEM

During this quarter the MIS specialist worked with ATP's MIS partners and Esoko staff to improve the functionalities of the Esoko platform. The MIS specialist participated in the Esoko Partners Conference and organized a workshop to review activities of its MIS. The MIS Specialist also worked with the Market Facilitators, MIS partners (APROSSA and AMASSA), and value chain organizations to monitor trade transactions in Burkina Faso and Mali.

7.1.1 PARTNERSHIPS IN MIS

Esoko Partners Conference. Organized in collaboration with ATP, the conference allowed MIS partners to share experience about the use of the Esoko platform and to reflect on topics related to the resale of the subscription by apex organizations to members. Participants included ATP MIS partners (ANOPACI, AMASSA, and APROSSA), as well as ECOWAS, TechnoServe, MIR +/IFDC, and a Social Enterprise Foundation of West Africa (SEND West Africa)-funded project in Northern Ghana, which is also using the Esoko platform. Our main recommendation is that Esoko finalize the basic functionality of the platform before considering the incorporation of new functions such as Scout, stock, and flow. At the same time, both Esoko and ATP agree to develop ways to ensure the viability of the MIS platform. Business plans will be needed to use the Esoko platform as a marketing tool and to negotiate with mobile operators to reduce the cost to users (including the sharing of SMS user fees).

ATP MIS partners review meeting. During the quarter under review, ATP held its scheduled semi-annual meeting to review past results and plan future activities. MIS partners discussed the outcomes and challenges of the past six months, the introduction of a monthly MIS report to facilitate activities monitoring, and the publication of major MIS activities in the ATP quarterly newsletter.

Reselling Esoko subscriptions. Following the Esoko partners workshop, and because the platform was coming back online, ATP assisted its MIS partners (AMASSA and APROSSA) in initiating the resale of Esoko subscriptions to value chain organizations and other private users in Burkina and Mali. To that effect, ATP and Esoko networks organized a consultative meeting to develop a business plan through market segmentation in Burkina Faso, Côte d'Ivoire, and Mali. In the coming months, Esoko will provide training modules and promotion to implement this business model.

7.1.2 DATA COLLECTION AND DISSEMINATION

Market information statistics

Table 11 reports the number of new users for ATP (without double counting users under E-ATP). The larger number of new users in Ghana is testimony to the fact that

the Esoko platform is managed from Accra such that Esoko Ghana did not suffer as much disruption as the other MIS platform. Nonetheless, ATP will push to raise the number of new users and will embark in a series of trainings next quarter in order to do that.

TABLE 11: NEW USERS REGISTERED ON ESOKO PLATFORM, APRIL-JUNE 2010

Country	Burkina Faso	Ghana	Côte d'Ivoire	Mali	Total
New users	62	84	24	14	942

Source: Esoko Networks

Tables 12 and 13 show the bids and offers posted onto the platform. These remain under-representative of the extent of the project's trade facilitation effort. This is in part because the platform came back online slowly in March 2010 and did not timely register all bids and offers. For livestock, COFENABVI's enumerators also experienced difficulties uploading bids/offers onto the platform. ANOPACI were mostly ineffective this quarter (see Challenges, page 34).

Esoko Ghana reported the most bids and offers for cereal products, but with lower quantities. This reflects the large number of small to medium cereal markets covered by Esoko Ghana; only smaller quantities are offered in these markets. In addition, grain wholesalers in Ghana maintain warehouses away from the marketplaces and are not captured by the enumerators focusing on marketplaces. ATP is working with Esoko to have its enumerators identify wholesalers with large warehouses to collect those bids and offers. In contrast, bids and offers for cereals in other countries are in large quantities as they are reported by wholesalers with warehouses in the markets.

For livestock, however, the large number of bids and offers and the number of heads involved derives from the fact that Esoko Ghana started interacting with the livestock breeders and traders association, which report bids and offers for large quantities of animals. Because these traders deal mostly imported animals, their offers are for imported animals from Burkina Faso and Mali and their bids are mainly addressed to exporters from these countries.

TABLE 12: BIDS BY COUNTRY AND PRODUCT, APRIL-JUNE 2010

Country	Number of bids and volume by product					
	Cereals		Cattle		Sheep & Goats	
	Bids	Tons	Bids	Head	Bids	Head
Burkina Faso	12	1,019	7	90	-	-
Ghana	25	14	9	600	1	28
Côte d'Ivoire	1	600	-	-	-	-
Mali	15	5,351	-	-	-	-

Source: Esoko Networks

TABLE 13: OFFERS BY COUNTRY AND PRODUCT, APRIL-JUNE 2010

Country	Number of offers and volume by product					
	Cereals		Cattle		Sheep & Goats	
	Bids	Tons	Bids	Head	Bids	Head
Burkina Faso	11	600	20	700	-	-
Ghana	208	194	55	2,767	50	208
Côte d'Ivoire			8	286	-	-
Mali	6	2,500	13	360	-	-

Source: Esoko Networks

Other market information dissemination:

The "Afrique Verte" network uses the information provided by the Esoko platform to publish the newsletter "Point sur la Situation Alimentaire au Sahel" (PSA) on food security in Burkina Faso, Mali, and Niger. According to the PSA, N°108, 109, 110, AMASSA and APROSSA facilitated 3,356 metric tons of maize, millet and sorghum transactions valued at approximately \$870,450 in Burkina and Mali. APROSSA and AMASSA are also following the delivery of 3,808 metric tons in Mali and Burkina Faso, including 2,500 metric tons of maize from Burkina Faso to Niger. With ATP adding the regional dimension to *Afrique Verte's* "cereal exchanges", AMASSA and APROSSA have started assisting long-distance cereal traders. Nonetheless, most of the deals brokered by the associations are within countries.

7.1.3 CHALLENGES

When the Esoko platform was down (while struggling in its transition from Tradenet.biz), ATP had some difficulty assessing its partners' performance. With the Esoko network back online in March 2010, ATP was able to document the poor performance of ANOPACI, its MIS partner in Côte d'Ivoire. Prior to these difficulties, ANAPOCI's performance had been mediocre but the agency had promised to improve its performance. For livestock/meat market data, however, ATP decided to shift from ANOPACI to COFENABVI. It has now become apparent that the stagnant economic conditions in Côte d'Ivoire severely affected ANOPACI and other agencies that contract with government contracts. ANOPACI has lapsed in the payment of salaries to its staff and of incentives to the collectors of market data. The MIS Specialist and Operations Manager have traveled to Côte d'Ivoire to assess the situation and work out a performance-based plan with the agency. ATP has ordered ANOPACI to pay the incentives due and resume full reporting of market information. If ATP is not satisfied, it is prepared to terminate its relationship with ANOPACI.

7.2 MOBILIZATION OF ADDITIONAL FINANCE THROUGH ACCESS TO CREDIT

For the better part of the quarter under review, ATP worked with USAID to develop a timeline and a set of documents to initiate a \$5 million loan portfolio guarantee for the United Bank for Africa (UBA). In early June, USAID/WA notified ATP that they had decided not to fund the DCA guarantee program. ATP has since refocused its strategy to mobilize financing for agribusinesses and intra-regional trade in its target value chains on (i) technical assistance to help value chain stakeholders access credit; (ii) intra-regional transfer of funds; and (iii) capacity building of financial service providers to evaluate loan applications from agribusinesses. The project revised its targets related to finance mobilization and will finalize them with USAID/WA during the next quarter.

Facilitation of access to credit. During the April-June quarter, ATP continued to identify financial partners and provide value chain stakeholders with technical assistance to present clear and accurate information to financial institutions, develop bankable business plans, and apply for loans.

While working on the DCA in April 2010, ATP identified the Women's World Banking Ghana (WWB-G) as a potential partner in this scheme. WWB-G is a microfinance institution whose mission is to train, assist, and lend credit to low-income women entrepreneurs. ATP intends to further explore collaboration with WWB-G outside of the DCA process to link with women stakeholders interested in accessing credit through a microfinance institution.

Collaboration with financial institutions. To follow-up with the numerous financial institutions identified as potential partners, ATP attended a regional workshop of financial institutions in Bamako on April 13-18, 2010. The workshop was organized by the Terrafina consortium, composed of an NGO (IICO), a bank (RaboBank), and an ethical financial institution (Oikocredit). Terrafina strives to develop rural microfinance in Africa, and showed interest in ATP's value chain approach. During the Bamako workshop, ATP presented its approach to facilitate access to finance for value chain stakeholders and developed contacts with other participants, including five microfinance institutions from Mali.

In April, ATP also attended a roundtable organized in Ouagadougou by the World Bank's Consultative Group to Assist the Poor (CGAP), an independent policy and research center supported by over thirty development agencies and private foundations and housed at the World Bank. CGAP's mission is to advance financial access for the poor. ATP actively participated in a panel, along with representatives of the International Fund for Agricultural Development (IFAD) and Terrafina, on the following topic: "How Funders and Investors Can Support Rural Financing – New Answers to an Old Question". During the workshop, participating microfinance institutions from Burkina Faso, Mali, Senegal, Togo, and Benin suggested that ATP organize a regional workshop on value chain financing. ATP plans to collaborate with Terrafina and IFAD to organize such a workshop in the coming months.

Technical assistance to value chain stakeholders. As an on-going activity, ATP continued supporting UCOVISA and CIC-B in developing bankable business plans to access credit for cereal/maize inputs. In May 2010, ATP and UCOVISA selected one out of three Ivorian companies to be subcontracted by ATP to assist UCOVISA in elaborating its business plan; the final version of the business plan is expected by the end of July 2010. ATP and CIC-B decided to launch a second recruitment for a subcontractor as the first applications did not meet the requested qualifications. The subcontractor is expected to be contracted in July.

On May 17-19, the ATP Finance Advisor contributed to the organization and facilitation of the onion value chain export/import contracting sub-regional workshop (see above section 2.1.3).

Facilitation of transfer of funds. During the quarter under review, ATP, in partnership with E-ATP, followed-up with INOVA Payments Systems, a new private company proposing electronic payments and transfers via SMS in UEMOA countries, to develop a mobile banking and money transfer program. Building on a partnership request INOVA sent to ATP/E-ATP in March 2010, ATP facilitated meetings between

INOVA and a microfinance institution of southern Burkina Faso (URC-Nazinon), to set up a pilot mobile fund transfer scheme for the benefit of Burkinabe traders exporting livestock to Ghana. INOVA proposed a partnership agreement to URC-Nazinon, which will review it and is likely to sign it during the next quarter. As soon as the partnership between INOVA and URC-Nazinon is formalized, ATP will assist both parties in promoting the new financial service among cattle exporters. ATP/E-ATP also proposed to facilitate the introduction of INOVA services at regional trade events such as the *Conférence Régionale sur les Perspectives Agricoles et les Opportunités d'Echanges en Afrique de l'Ouest* (CORPAO) organized with CILSS.

7.3 MOBILIZATION OF ADDITIONAL FINANCE THROUGH WAREHOUSE RECEIPTS

The ATP grant to support the Ghana Grain Council (GGC), the not-for-profit private regulatory company of the grain warehouse receipt program (GWRP), was finalized in May and became effective in June. Under this grant, the GGC obtained its own office space, which it moved into in late June. In addition, the grant supported the engagement of a local law firm that drafted the regulatory framework and legal statutes for the warehouse receipts system. This draft will be the subject of discussion leading up to and during the stakeholders' meeting planned next quarter.

The Ghana/ADVANCE project assisted the GGC in selecting three initial warehouses to be part of the receipts system. After an evaluation of these warehouses, upgrading of each warehouse will begin next quarter.

7.4 MOBILIZATION OF ADDITIONAL FINANCE THROUGH LEVERAGE

Partnership with the World Bank/PCDA project. The collaboration that ATP has established with the World Bank/PCDA project covers many areas, including (i) training programs for cattle fatteners and butchers in Mali to export quality animals and red meat to Senegal and Côte d'Ivoire; (ii) export tests of meat from Mali to Côte d'Ivoire and Senegal; (iii) support to COFENABVI to rejuvenate its national members; (iv) capacity building of COFENABVI staff to meet export requirements; and (v) policy barriers to trade (e.g. authorization to export Malian livestock, cereal bans). ATP and World Bank/PCDA finalized a MoU that has been distributed for comments within both projects and will be signed in the July-September quarter.

Leverage in the onion value chain. During the quarter under review, ATP organized several activities in the onion value chain in close partnership with other projects and institutions, including IFDC, WASA, USADF, and IICEM/Mali (see Outcome 2). These partners shared in the cost of organizing the workshops, trainings, and demonstrations, in some cases over 50% of total cost.

Public-Private Partnership. To focus on the establishment and close monitoring of public-private partnerships, ATP and E-ATP jointly hired a PPP Advisor in early April 2010. During the quarter under review, the PPP Advisor undertook several missions in the region to work with value chain leaders and other technical staff to follow-up on PPPs in progress and identify new opportunities.

Livestock value chain. On one such mission, the PPP Advisor and the livestock/meat value chain leader visited the abattoirs in Kumasi and in Accra and found the

operations of the Amasaman abattoir in Accra particularly interesting. Unlike most other abattoirs, which have dysfunctional relationships with butchers, the Amasaman abattoir has successfully established a long-standing, robust collaborative framework with the Amasaman Butchers' Association. Both parties stand to benefit from a reliable supply of quality animals to satisfy the growing demand of Accra's supermarkets. ATP is well positioned to leverage its expertise in the development of the livestock value chain to assist the abattoir and butchers in importing animals from the Sahel and providing good quality meat to greater Accra and potentially to neighboring coastal countries. A MoU will formalize ATP's partnership with the Amasaman abattoir and the Butchers' Association in the next quarter.

Onion value chain. A joint mission by the PPP Advisor and the onion value chain leader to Abidjan explored business linkage opportunities for onion exporters from Burkina Faso and identified solid possibilities. Champion firms (SABIMEX and ADDN) and cooperative organizations (Coco Onion) expressed interest in promoting the distribution of the region's quality onions if they utilize "*Calibré, Pésé et Emballé Filet*" (graded, weighed and packaged in mesh bags) in the competitive imported onion market of Côte d'Ivoire. Onion packaging plays an important role in transport logistics and the overall promotion of quality onions in the region. ATP has established a partnership with EmbalMali, a Malian mesh bag producer, to promote the use of mesh bags and drive the export of Burkina's onion and Mali's shallots to Côte d'Ivoire and Ghana.

The PPP Advisor worked on a concept note for collaboration with Rose Eclat, a niche firm specialized in the processing of mangos and onion. Although small, Rose Eclat, a producer of dehydrated and powder onion, is innovative and stands to grow if it is able to attract substantially sized partners for its products. In turn, Rose Eclat would increase its demand for onions. ATP will support this firm to consolidate its operations in Burkina Faso and will seek to leverage the firm's quality products to attract partners.

Maize value chain. ATP has an established partnership with Premium Foods, a Ghanaian maize processor involved in our pilot warehouse program, and with Nestlé, with whom ATP organized workshops on aflatoxin contamination in maize in Ghana and Burkina Faso. In both cases, ATP has a formal MoU in place with the private companies. The PPP Advisor traveled to Kumasi to follow up on the PPP with Premium Foods and will travel in July/August with the Premium Foods team to Burkina and Côte d'Ivoire to assess the potential for Premium Foods to establish linkages with maize suppliers such as FEPPASI in Burkina Faso and UCOVISA in Côte d'Ivoire. USAID's Global Development Alliance (GDA) Advisor sees great prospects in ATP's partnership with Nestlé, including the potential for it to develop into a full-blown GDA, and has been assisting ATP in its contacts with Nestlé.

Pipeline. The PPP Advisor has identified the following leads to explore in the coming quarters: MELS (maize, in Burkina Faso); *Africaine Service de Viande* (livestock, at the regional level); Agro Cipa (maize, in Burkina Faso); Cellule Universitaire d'Expertise et de Conseil pour le Développement Agricole --CUEDA (maize, in Côte d'Ivoire); Rose Eclat (dehydrated and powder onion, in Burkina Faso); United Bank for Africa (UBA), Ecobank, Social Investment Funds, Leasing Company (access to finance, in Ghana and at the regional level); Nestlé (millet/sorghum, onion, maize, at the

regional level); PROSUMA (livestock/meat, in Côte d'Ivoire); and Feed Mill (meat processing and packaging, in Ghana).

7.5 ENVIRONMENTAL ISSUES

Access to Finance. Access to finance activities can have potential impacts on the environment and received a Negative Determination with Conditions. Environmental review forms have been completed for every contractual agreement signed with subcontractors to develop business plans. Although the subcontracts contained only very low risk activities that would have received a Categorical Exclusion under the applicable IEE, ATP requested that the subcontractors insert a section on environmental mitigation and monitoring in the business plans they were helping to develop. Meetings and capacity building activities held during the quarter under review had no significant adverse environmental effects.

Warehouse Receipt Program. The technical backstopping to set up a warehouse receipt program in Ghana has no significant impact on the environment and received a Categorical Exclusion. As part of its grant pre-award due diligence, ATP discussed environmental issues with the grantee, screened every activity planned under the grant and included environmental mitigation and monitoring language in the grant agreement signed with GGC. Once the warehouse scheme is in place, increased storage and use of fumigants may have adverse effects on the environment. ADVANCE will assist GGC to comply with USAID/Ghana's IEE and ATP will ensure there is no major discrepancy with USAID/WA's IEE.

Public-Private Partnership. The development of public-private partnerships received a Negative Determination with Conditions and requires that due diligence of the partner be conducted before formalizing the PPP. ATP has developed a due diligence procedure and will ensure that its PPP partners will not face significant environmental issues and that they will develop an environmental policy, implement mitigation measures, and monitor them. The PPP agreement will be signed only after the due diligence has been completed and satisfactory results shown.

8. ENVIRONMENT - STATUS OF MITIGATION AND MONITORING

During the April-June 2010 quarter, ATP carried out environmental screenings for activities conducted under new contractual agreements, implemented mitigation measures for project activities that might have an adverse effect on the environment, and monitored them. Specific mitigation and monitoring measures implemented in each activity are indicated in each technical section of this quarterly progress report.

ATP prepared Environmental Review Forms (ERFs) for every professional service agreement the project signed during the quarter. When ERFs identified activities as “very low risk” and judged that they would receive a Categorical Exclusion under the applicable Initial Environment Examination (IEE), ATP kept them on file. When activities were identified as having a potential impact on the environment, an ERF is submitted to USAID for approval. During the quarter under review, ATP did not identify any new activity as having a potential adverse effect on the environment, and thus no ERF was submitted to USAID during the April-June 2010 quarter.

Moreover, during the process of grant development, ATP conducted a pre-award review, which included due diligence of the partner and a screening (through an ERF) of joint activities proposed in the grant. In order to conduct the due diligence, the project used a checklist that includes environmental considerations such as the existence of environmental procedures and documentation, awareness/training of the staff on environmental issues, and the implementation of mitigation measures.

The only environmental issue that ATP faced during the quarter was the naming of pesticides in a training module on onion production. As mentioned above (see Outcome 2), ATP identified the problem before the training, removed reference to the pesticides in the handouts, instructed the trainers to not talk about pest control as initially agreed, and planned to send a letter to the trainers to formally attract their attention to the absence of registrations for some of the pesticides mentioned in the initial version.

Outside the issue mentioned above, ATP did not observe or learn of any specific environmental issue requiring mitigation measures during its January-March 2010 quarter. However, during the July-September quarter, ATP will translate all relevant ENCAP good practice guides into French to use them to strengthen the capacities of its partners during future activities that may impact the environment.

9. CROSS-CUTTING AREAS

9.1 COMMUNICATIONS STRATEGY

The project uses various communications channels to present the project and its activities to key partners and the general public across the region. It continues to receive good publicity region-wide for the major activities undertaken during the quarter.

9.2 RELATIONSHIP BUILDING

The project maintained good partnerships with key stakeholders, including national and regional organizations region-wide, to execute activities. It teamed up with the West Africa Trade Hub (WATH) and the World Bank-funded Abidjan Lagos Corridor Organization (ALCO) to organize two road shows on road harassment, one in Tema, Ghana and the other in Lomé, Togo. Building strong relationships between the project and truckers, traders, and transport agencies in the region is key to an effective advocacy campaign to help reduce transport barriers along the project's value chain trade corridors. During the quarter, the project worked closely with ORO and COFENABVI in capacity building in data collection, management and analysis in facilitating onion trade between Burkina Faso and Côte d'Ivoire, and in improving the competitiveness of cattle fatteners.

9.3 MEDIA COVERAGE

ATP built on its relationship with the media to facilitate extensive media coverage and the publicity of key project activities across project countries. These have included, among others: ATP's training of trainers workshop on best practices for the production of rainy season onions; ATP-WATH-ALCO joint road shows on the reduction of road barriers in West Africa; training workshops in data collection, management and analysis in Benin and Togo; ATP/Nestlé aflatoxin workshop in Ouagadougou; and the workshop on contract facilitation for onion importers and exporters in Burkina Faso. In the quarter, ATP was in the news in 20 public and private newspaper publications in Benin, Burkina Faso, Ghana, and Togo, and also on TV network (TV3) news in Ghana.

9.4 PRODUCTION AND PUBLICITY

In addition to the production of fact sheets, brochures, and newsletters to enhance the visibility of the project, ATP produced training materials in the form of banners to facilitate the education and coaching of drivers on required documentation for transporting goods across the region. Beneficiaries of the coaching sessions at the road show in Togo appreciated the methodology used because of its visual style of



communication.

The project delivered the fourth issue of its quarterly newsletter – *Trade Catalyst* - to chronicle and give publicity to project activities and achievements during the quarter. ATP extensively distributed communications materials in English and French to support its publicity drive and convey project achievements to stakeholders. The project reported two success stories during the quarter, and also used press releases, news stories, and newspaper articles to publicize its activities. ATP is also giving more publicity to its value chain work by producing briefs on each value chain. These will be distributed to stakeholders, including the media.

9.5 DOCUMENTATION

The project is archiving all press releases, news stories, and newspaper articles on ATP. Footage on key project activities was secured and stored and the project is currently developing footage of its activities in various value chain areas into videos to showcase its achievements. A video on the Burkina Faso training of trainers program on meat cutting, a short 13-minute program, will be further edited and released as training material during training sessions in Burkina Faso and other countries in the region. ATP plans to offer videos on achievements on its website and to key partners.

9.6 ATP WEBSITE

ATP has resolved nagging issues regarding its website and it is currently fully functional in both English and French. The website is being used as a key channel to

communicate information on the project and create the publicity platform for project achievements: www.agribizafrica.org.

10. PROJECT MANAGEMENT

10.1 STAFFING

Vincent Akue, ATP/E-ATP Public-Private Partnership Advisor, joined the project team on April 7 in Accra. Nana Akwasi Boaitey, Information Technology (IT) Specialist, resigned on June 4, 2010 to join Family Health International, and was replaced by Samuel Sarpeh, who joined the program on June 7.

ATP/E-ATP has initiated the recruitment of a full-time Communications Manager with international experience to strengthen its communications unit in order to better respond to USAID's reporting needs while promoting the project's achievements to key stakeholders, partners, and the public in the region. ATP/E-ATP has a full time communications and outreach team with a background in media and communications, but they would benefit from expert guidance to cope with the expansion of ATP/E-ATP's activities across countries, value chains, and stakeholders.

ATP/E-ATP is looking for a Communications Manager with (i) the ability to conceptualize ideas for various types of promotional packages (brochures, booklets, flyers, videos, etc.) and the creativity to design, develop, and implement these concepts; (ii) strong managerial skills to provide guidance and mentoring to the existing communication team; (iii) excellent English editing skills to maintain quality in ATP/E-ATP articles, publications, and presentations; and (iv) a solid understanding of USAID-funded projects requirements. Preference will be given to candidates with strong written and oral skills in French. ATP/E-ATP expects to fill the position in the fourth quarter of 2010.

10.2 TRAVEL

The table below lists travel that took place between April and June 2010, along with its purpose.

TABLE 14: LISTS OF TRAVELS AND PURPOSES, APRIL-JUNE, 2010

	Date of Travel	Countries	Travelers	Purpose
1	6/04/10 - 30/09/12	Ghana	Vincent Akue	Join the team in Accra as the long-term Public Private Partnership (PPP) Advisor
2	05/04/10 - 12/04/09	Benin Ghana	Labi Dahoui	Conduct a verification survey to cross-check amounts of bribes and delays along the livestock and onion routes
3	12/04/10 - 21/04/10	Mali	Daouda Sakho	Participate in a workshop in Bamako organized by the Terrafina consortium of banks, NGOs, and microfinance institutions
4	18/04/10 - 24/04/10	Ghana	Diomande Daouda Yacouba Ballo Ibrahim Ouattara Hebie Issiaka Gafar Ajao	Attend Esoko annual partner conference in Accra

5	18/04/10 - 2/05/10	Burkina Faso	Christel Tshikudi	Conduct quarterly management trip, draw-up the mid-year financial projections, and train Finance & Administration staff on budget tracking
6	22/04/10 - 26/04/10	Ghana	Daouda Sakho	Present ATP DCA strategy to USAID
7	26/04/10 - 30/04/10	Mali	Issa Djibrilla Issa Yameogo	Attend an onion/shallot interprofession workshop organized by PCDA, Programme Compétitivité Diversification Agricole, and the IICEM project
8	1/05/10 - 15/05/10	Ghana Burkina Faso	Carol Yee	Conduct management visit and review of ATP in the Accra and Ouagadougou offices and make recommendations
9	08/05/10 - 21/05/10	Benin Togo	Christian Amedo Felix Deyegbe	Conduct M&E data management training-of-trainer to selected partner organizations, and provide communications coverage of the training
10	15/05/10 - 26/05/10	Mali	Bernardin Gatete Rose Wanzie	Hold a refresher orientation to APLS on grant management, financial compliance and reporting and provide grants management assistance to COFENABVI/ FEBEVIM and ORO AOC.
11	17/05/10 - 19/05/10	Togo	Frank Ofei	Represent ATP at the Extraordinary Meeting of Ministers of Agriculture, Trade, Social and Humanitarian Affairs of ECOWAS Member States on Food and Nutritional Crisis in West Africa
12	5/06/10 - 10/06/10	Benin	Jules Sombie Seydou Sidibe Nebie Boukari	Participate in the general assembly of the National Livestock Federation, which aimed at restructuring and strengthening the organization
13	6/06/10 - 19/06/10	Ghana Benin	Labi Dahoui Dieudonne Kam	Perform data quality control on road harassment in Ghana and Benin
14	18/06/10 - 23/06/10	Côte d'Ivoire	Seydou Sidibe	Assist the organization l'Africaine de Viande in selecting candidates for the new position of Director General and developing its business plan
15	25/06/10 - 4/07/10	Togo	Seydou Sidibe Jules Sombie Jean Didier Nacoulma	Participate in and contribute to the general assembly meeting of the confédération des fédérations nationales de la filière bétail/viande (COFENABVI) and conduct a progress PIVA (Partner Institutional Viability Assessment)
16	13/06/10 - 17/06/10	Ghana	Seydou Sidibe	Work with PPP Advisor, Vincent Akue, to reinforce the capacity of players in the livestock/red meat value chain and promote the modernization of the distribution channels of quality livestock and red meat through PPPs.
17	15/06/10 - 20/06/10	Côte d'Ivoire	Christel Tshikudi	Meet with MIS Partner's Executive Secretary (ANOPACI) to discuss performance, contractual and financial issues, meet with grants recipients ORO's and COFENABVI's

				financial teams to discuss their financial reporting obligations
18	21/06/10 - 25/06/10	Togo	Kossi Dahoui	Participate in the third Togo road show jointly organized by ATP, the West Africa Trade Hub, and the Abidjan Lagos Corridor Organization
19	23/06/10 - 27/06/10	Côte d'Ivoire	Issa Djibrilla	Work with the project's market facilitator in Côte d'Ivoire, Daouda Diomandé, to facilitate visits and discussions between a selected group of Burkinabe onion suppliers and Ivoirian importers interested in onion supply from the Sahel
20	23/06/10 - 25/06/10	Togo	Felix Deyegbe	Provide communications support to the ATP/Trade Hub road show and create more knowledge and visibility of the project through local and international media in Togo
21	13/06/10 - 24/06/10	Ghana Burkina Faso	Maziar Sassanpour	Conduct management and technical reviews of ACDI/VOCA activities for ATP and E-ATP
22	20/06/10 - 29/06/10	Burkina Faso	Leigh Hartless	Meet ACDI/VOCA project staff in Ouagadougou to discuss improvement of field work conditions and performance, and compliance with procedures
23	23/06/10 - 30/06/10	Côte d'Ivoire Mali	Vincent Akue	Join the Burkina onion producer's business tour to Abidjan to assess market linkage opportunities with importers of onion in Côte d'Ivoire and meet EmbalMali, the manufacturer of improved onion packaging in Bamako, to outline key elements of the potential PPP with ATP
24	27/06/10 - 2/07/10	Ghana	Raphael Vogelsperger	Hold a quarterly management meeting with COP, DCOP/Accra, and Operations Manager to discuss management matters, including the preparation of the annual progress report and FY10 workplanning workshop
25	27/6/10-3/7/10	Ghana	Laura Dillon	Train communications and outreach staff on identification and elaboration of stories, selection of project photos, and other tools to make the project more visible
26	27/6/10-11/7/10	Burkina Faso	Christian Amedo	Conduct a series of training-of-trainer courses in M&E data management for selected partner organizations in Burkina Faso

10.3 PROGRESS REPORT AND OTHER CONTRACTUAL DOCUMENTS

ATP submitted its FY10 second quarter progress report, which was approved by the COTR. The project also complied with USAID/West Africa's recent accruals' reporting requirements and submitted them in the new format.

10.4 AGREEMENTS

ATP entered into agreements with the following organizations:

TABLE 15: ORGANIZATIONS HAVING AGREEMENTS WITH ATP

	Period of Performance	Organization	Amount	Purpose
1	30/04/10 – 31/05/10	Agro-Alimentaire Consult	FCFA 2,687,000	Conduct training of trainers workshop for 25 butchers on good sanitary slaughter practices and meat-cut techniques, including preservation and display
2	01/05/10 – 30/04/11	Ghana Grains Council	GH¢ 234,000	Conduct warehouse receipt pilot program in Ghana
3	01/05/10 – 30/09/10	COFENABVI	FCFA 121,571,020	Collect livestock/meat trade and MIS data, and conduct members' institutional and technical capacity building
4	01/05/10 – 30/09/10	ORO-AOC Côte d'Ivoire	FCFA 68,806,000	Collect onion/shallot trade data
5	11/05/10 – 31/05/10	Cabinet Yirvouya	FCFA 850,000	Facilitate training workshop for 40 onion exporters and importers on contracting and business management
6	19/05/10 – 21/05/10	J. Expert International	FCFA 600,000	Facilitate 3-day business training workshop on farming for 50 lead farmers and agricultural technicians from central and southern regions of Burkina Faso
7	01/06/10 – 18/06/10	INERA	FCFA 2,531,500	Facilitate 5-day training of trainers workshop for 20 onion producers on improved onion/shallot varieties, production, harvest and post-harvest practices, and field monitoring and training techniques
8	21/06/10 – 21/07/10	Management Consulting Négoces International (MNCI)	FCFA 10,800,000	Develop a business plan for UCOVISA
9	21/06/10 – 20/12/10	INERA	FCFA 3,690,500	Introduce new onion varieties appropriate for cultivation during rainy season

10.5 OTHER ADMINISTRATIVE ISSUES

The former landlord of the project office in Ouagadougou took ATP to court about his allegation of wrongful termination of a lease agreement. The project presented evidence that the termination of its lease was in strict accordance with the termination clause in the agreement. The Ouagadougou court sided with the project and sentenced the landlord to reimburse the rent deposit and pay ATP's legal fees.

II. PIPELINE ANALYSIS

TABLE 16: PIPELINE ANALYSIS

CONTRACT BUDGET CATEGORY	BUDGET AMOUNT	ACCRUED EXPENDITURES TO 6/30/10	REMAINING BALANCE
DIRECT LABOR (excluding Fringe)	2,111,918	1,172,374	939,544
OTHER DIRECT COSTS	3,035,178	2,449,751	585,427
SUBCONTRACTS , CONSULTANTS, GOVERNMENT PROPERTY, GRANTS	7,509,641	3,091,662	4,417,979
INDIRECT COSTS (including Fringe)	3,221,225	1,976,224	1,245,001
FIXED FEE	1,032,068	561,404	470,664
TOTAL	\$16,910,030	\$9,251,414	\$7,658,616
PIPELINE ANALYSIS			
FUNDED AMOUNT (OBLIGATION)			10,333,536
TOTAL BUDGET			16,910,030
LESS ACCRUED EXPENSES THROUGH 6/30/10			9,251,414
OBLIGATION BALANCE ON 6/30/10			1,082,122
BUDGET BALANCE ON 6/30/10			\$7,658,616
MONTHLY AVERAGE BURN RATE			\$355,824
PIPELINE MONTH OBLIGATION AT CURRENT MONTHLY BURN RATE			3
PIPELINE MONTH BUDGET AT CURRENT MONTHLY BURN RATE			22
PROJECTED MONTHLY BURN RATE FOR NEXT QUARTER			350,000
PIPELINE MONTH OBLIGATION AT PROJECTED MONTHLY BURN RATE			3
PIPELINE MONTH BUDGET AT PROJECTED MONTHLY BURN RATE			22

12. PERFORMANCE INDICATOR REPORTING

12.1 OUTCOME AND OUTPUT INDICATORS

TABLE 17: OUTCOME INDICATORS

Objective/Outcome Indicator	1st Quarter	2nd Quarter	3rd Quarter	Comments
% change in value and volume of intra-regional exports of targeted agricultural commodities as a result of ATP program assistance	72%	32%	25%	FY10 quarterly trade data compared with FY09 quarterly trade data
Program Element: Agriculture Enabling Environment				
Number of policy reforms presented for legislation/decision as a result of ATP program assistance	1	0	1	Presentations of policy reforms were made in November and June to ECOWAS and VC actors.
Transport obstacles, reduction in bribe costs per 100km (onion corridor)	baseline	5%	17%	Reduction of 17% in bribe cost in the third quarter over new baseline (Kantchari-Accra) (
Number of policy reform processes reaching dialogue milestone after significant advocacy by private and other non-governmental across as a result of ATP program assistance	0	1	2	CIC-B obtained a seat in the consultative committee for the implementation of agric policies in UEMOA. Dialogue on desired elimination of authorization requirement for livestock exports in Mali and dialogue on free movement of cereals in sub-region to improve food security.
Program Element: Agricultural Sector Productivity				
Amount of private financing mobilized or leveraged to contribute to the realization of the project's primary objectives	0	\$77,819	0	About \$78,000 was mobilized in maize contract involving FEPASSI and UCOVISA. Total tonnage was 280.
Number of institutions /organizations making significant improvements in their ability to offer services to their clients based on recommendations of ATP-supported assessments (as represented by significant progress on specialized PIVA scores)	1	0	2	Initial PIVAs for CIC-B and UCOVISA and progress PIVA for COFENABVI
Number of users of regional MIS (cumulative)	3,190	6,839	7,781	These are new users of MIS

TABLE 18: OUTPUT INDICATORS

Output Indicators	1st Quarter	2nd Quarter	3rd Quarter	Comments
Program Element: Agriculture Enabling Environment				
Number of policy reforms analyzed	0	1	0	Certificate of origin being requested for non-compliance with ECOWAS provision that no

as a result of USG assistance				certificate of origin is required for unprocessed goods
Number of institutions/organizations undergoing capacity/competency assessments as a result of USG assistance	2	4	1	The institutions include CIC-B, COFENABVI (progress PIVA), ORO/AOC, GAPTO, UCOVISA, APLS, Kayes Maize Association
Number of individuals who have received short term agricultural enabling environment training as a result of USG assistance(men & women)	56	0	106	Workshop in Dakar on W. African trade rules, TH/ATP GAP Analysis workshop in Accra, education on road harassment in Togo

Program Element: Agricultural Sector Productivity

Number of new technologies or management practices made available for transfer as a result of USG assistance	6	10	5	Several new technologies were introduced (see notes below)
Number of producer organizations, water users associations, trade & business associations and community-based organizations (CBOs) assisted as a result of USG interventions	1	66	44	Several producer organizations and business associations were assisted (see explanatory notes below)
Number of agricultural-related firms benefiting directly from interventions as a result of USG assistance	9	11	5	Several agricultural-related firms were assisted (see explanatory notes below)
Number of PPPs formed as a result of USG assistance	0	0	0	Five (5) pending sign-offs: they include Premium Foods-Ghana for sorghum, Nestlé W. Africa for maize-Aflatoxin, Amasaman Livestock Union, Embal-Mali –onion and Agro-Production-seed in Burkina Faso
No of individuals who have received short term agricultural sector productivity training with USG assistance(men & women)	2717	5300	1835	Individual (men & women) who have received short-term productivity training
Number of women's organizations/associations assisted as a result of USG interventions	3	1	0	PFACI (Côte d'Ivoire) trained in IPM & ISFM; RTCF (Burkina Faso) assisted by the maize value chain leader; two women' s cooperatives in Banidiagara and Kokodiogo (Mali) assisted by the onion value chain leader

Explanatory Notes

Number of new technologies or management practices made available for transfer as a result of USG assistance

Maize Value Chain

1. Farming as a business (farm management tools and techniques) applied to maize seed multiplication in Burkina Faso ;
2. Maize seed out-grower model-Burkina Faso;
3. Aflatoxin control practices and rapid testing of aflatoxin;
4. Rapid detection of Aflatoxin + test kits (27 participants, 21 men; 6 women);

5. Training of Trainers in Integrated Pest Management in Burkina Faso, Mali, Ghana and Côte d'Ivoire;
6. Training of Trainers in Integrated Soil Fertility Management in Burkina Faso, Mali, and Côte d'Ivoire;
7. Training of Trainers in Facilitation Techniques in Burkina Faso, Mali, Ghana and Côte d'Ivoire;
8. Integrated Soil Fertility Management Training Manual / Guidebook (Fr);
9. Handbook and training module on IPM;
10. Farming as a Business (farm management tools and techniques) applied maize seed production;

Livestock Value Chain

1. New marketing management practice (operation Tabaski in Ghana, Nov 2009): 1500 sheep sold;
2. Introduction to cattale fattening techniques oriented toward the activity's economic profitability in Mali;
3. Cattle fattening techniques (cascade training in Burkina Faso, 1250 members trained and Mali, 1000 members trained)

Onion Value Chain

1. Improved off-season (rainy season) onion production techniques;
2. Processed and onion powder in collaboration with IICEM;
3. Introducing mesh bags to offer the possibility of developing attractive labels and trademarks;
4. Contract instruments in onion export/import operations.
5. Facilitation of business linkages to take advantage of business opportunities.
6. Good agricultural practices in rainy-season production of onion/shallot

Micro-Finance

1. International trade documents and contracts; international trade financing;
2. Mobile banking and money transfer (INOVA).
3. Number of producer organizations, water users associations, trade and business associations and community-based organizations (CBOs) assisted as a result of USG interventions

Key Producer Organizations & Business Associations assisted

1. *Ligue des Consommateurs/BF* ;
2. *Réseau de Veille sur la Commercialisation de Céréales (RCVV)*;
3. *Union Provincial des Professionnels Agricoles du Houet (UPPA/Houet)*;
4. *Réseau des Transformatrice des Céréales du Faso (RTCF)*;
5. *Fédération Provincial des Professionnels Agricoles de la Sissili (FEPPASI)*;
6. *Comité Inter Professionnel de Céréales/Burkina (CIC-B)*;
7. *Fédération des Industries Agro Alimentaire et de Transformation du BF (FIAB)*;
8. *Union des Groupements Pour la Commercialisation des Produits Agricoles (UGCPA)*
9. *Ashaiman Cattle Traders Association*
10. *Kumasi Cattle Traders Association*

Number of agricultural-related firms benefiting directly from interventions as a result of USG assistance

1. *Société AGRO PRODUCTIONS*;
2. *Centrale de Transformation des Produits Agricoles (CTRAPA)*;
3. *Société Industrielle pour la Transformation et la Commercialisation des céréales (SITRAC)*;
4. *Union des Groupements Pour la Commercialisation des Produits Agricoles (UGCPA)*;
5. *ENTRACEL Succulence Yonli*;
6. *Société d'Exploitation des Produits Alimentaires (SODEPAL)*;
7. *Centrale des Nouvelles Productions Animales (CNPA)*;
8. *Agro Inter Junior Expertise International; Association Centre Ecologique Albert Schweitzer du Burkina (CEAS-Burkina)*

Other Partners

1. *Institut de l'Environnement et des Recherches Agricoles (INERA) Station de Farako Ba et Kamboinse*;
2. *INERA Siège; INERA/ Centre National de Recherche Scientifique et technologique (CNRST)*;
3. *Laboratoire National de Santé Publique (LNSP); Direction de la Protection des Vegetaux D.P.V /Ouagadougou*;
4. *Lycée Professionnel de Bobo-Département Agroalimentaire; Département Technologie Alimentaire (DTA/IRSAT)*;
5. *IITA, University of Natural Resources and Applied Life Sciences/Romer Labs-Austria, Department for Agrobiotechnology, Tulln (BOKU), Austria*

N° of individuals who have received short-term agricultural sector productivity training with USG assistance (men & women)

1. ToT in improved maize seed multiplication, processing and storage techniques –Burkina Faso;
2. Aflatoxin Control Stakeholders' Workshop (Ghana, Benin, Burkina Faso, Mali, Côte d'Ivoire, Nigeria);
3. Rapid detection of Aflatoxin, Burkina Faso;
4. ToT courses in IPM, ISFM and Facilitation Techniques Ghana, Burkina Faso, Mali, Côte d'Ivoire;
5. Rapid detection of Aflatoxin;
6. Cascade training : Burkina COFENABVI Capacity Strengthening Workshop: Côte d'Ivoire;
7. Operation Tabaski : Ghana; Livestock/Meat
8. MIS regional workshop in Ouagadougou, 30 participants of COFENABVI to upload MIS data on Esoko Platform;
9. Training on cattle fattening;
10. Improving rainy season onion production technology and techniques;
11. Information and training workshop on contract instruments and business linkages for exporters/importers of onion/shallot in West Africa.
12. Training of trainer on good agricultural practices for rainy-season onion/shallot production
13. Information workshop on access to finance

12.2 CUSTOM INDICATORS

TABLE 19: VOLUME OF INTRA-REGIONAL TRADE IN TARGETED AGRICULTURAL COMMODITIES (LIVESTOCK RUMINANT, MAIZE AND ONION/SHALLOT.

	First Quarter 2010 (Oct 09-Dec 09)	Second Quarter 2010 (Jan10-Mar 10)	Third Quarter 2010 (Apr 10-Jun 10)	Totals Trade Data (Oct 09-Jun 10)
Marketing Channel	Volume (Tons or Head)	Volume (Tons or Head)	Volume (Tons or Head)	Volume (Tons or Head)
Maize	13,064	16,659	22,783	52,506
Cattle	122,737	116,584	92,534	331,855
Sheep/Goats	303,432	113,347	100,195	516,974
Total Livestock Units (TLU)	153,080	127,919	102,554	383,552
Onion	11,692	26,729	40,356	38,421
Total	NA	NA	NA	NA

TABLE 20: AVERAGE UNIT PRICE (US\$) OF TARGETED AGRICULTURAL COMMODITIES

Value Chain	1 st Quarter (Oct-Dec 2009)	2 nd Quarter (Jan-Mar 2010)	3 rd Quarter (Apr-Jun 2010)
Maize (Unit Price/100kg Bag-US\$)	17.37	22.96	23.30
Cattle (Unit Price/Head-US\$)	567.89	545.05	511.19
Sheep/Goats (Unit Price-US\$)	98.91	58.88	66.51
Onion (Unit Price /100kg Bag-US\$)	80.65	38.65	44.74

TABLE 21: CONTRIBUTION OF VALUE CHAINS TO INCREASED INTRA-REGIONAL TRADE

Value chains	% Increase 3rd Qrt FY10 over 3rd Qrt FY09	Trade Weight in 3rd Qrt FY09	% Contribution to Total Trade Increase
Maize	119.47	3.96	4.74
Livestock	13.61	81.18	11.05
Onion	62.69	14.85	9.31
Total Trade	25.10	100.00	25.10

TABLE 22: NUMBER OF STOPS AT CHECK POINTS FY10

Quarter	Number of Check points per 100km
Oct-Dec 2009	2.9
Jan-Mar 2010	3.5
Apr-Jun 2010	3.3

TABLE 23: ATP DELIVERABLE TABLE-

Outcome	Task	Deliverables	Achievement/Comments FY09	Achievements/Comments FY10
Outcome 1: Significant reduction of the incidence of physical and policy-related barriers to moving agricultural and related commodities regionally in West Africa	Task A 3.1.1: Collect and disseminate information on transport barriers, in coordination with UEMOA	Semi annual reports on road harassment on at least one selected trunk route	Two quarterly reports produced jointly with TH and UEMOA since Trade Specialist joined in the second quarter	ATP's input part of UEMOA's road governance (OPA) publication, and of the Borderless publication with TH and World Bank-funded Abidjan Lagos Corridor (ALCO) project
	Task A 3.1.2: Support a communications campaign to discourage road harassment	Annual dissemination strategy for information on road harassment Implementation of dissemination campaign with partners	OPA publication and road shows in collaboration with TH; Coaching of truckers to reduce incidence of road harassment	OPA and road show; Coaching of truckers; development of truckers' booklet
	Task A 3.1.3: Identify key locations where investments in logistics infrastructure have the potential to greatly enhance intra-regional trade; facilitate private investment in these locations	Annual list of target investments in market logistics infrastructure with a 'mini-strategy' for facilitating public/private investment for each target investment One PPP in logistics infrastructure facilitated per full project year	1. Onion storage facility at Dantokpa market in Cotonou-Benin; 2. Logistical improvement at Agbogbloshie onion market in Accra 3. livestock parks at borders	Logistics studies along value chain corridors will identify target investments
	Task A 3.1.4: Identify priority public investments to improve the efficiency of transport corridors critical to our value chains; support advocacy and provide know-how to our partners	Annual list of the highest priority road infrastructure investments needed by transport corridor tracking progress against previous list Dissemination and advocacy plan for promoting road infrastructure investments (Coordinated with	186km bad surface road in need of rehabilitation along Madaoua-Accra road corridor Advocacy plans are being built for each value chains	Logistics studies along value chain corridors will identify target investments Promoting road infrastructure including in value chain advocacy plans

Outcome	Task	Deliverables	Achievement/Comments FY09	Achievements/Comments FY10
		Component 3)		
	Task B 3.1.1: Define Agricultural and Trade Policy Priorities for ATP	Analysis and vision statement for priority agricultural policy reform for each selected ATP value chain including updates of analyses done in preparation for ECOWAP with annual updates 2 training workshops on key agricultural and trade policy issues	Policy Gap Analysis for value chains conducted One training workshop on trade barriers organized at ECOWAS Commission in Abuja	ATP policy advisor (Frank Ofei) is now posted at the ECOWAS Commission in Abuja on a full-time basis. He is developing with ECOWAS a detailed FY 10 workplan to be grounded in both the ATP FY 10 workplan and the ECOWAS policy agenda.
	Task B 3.1.2: Help ECOWAS Co-ordinate Implementation	Annual implementation plan for agricultural policy change with milestones Institutionalized process for gathering and incorporating industry feedback in policy change at ECOWAS	ATP Policy Advisor has been involved with the review of the current efforts of the Commission at designing these regional systems.	
	Task B 3.1.3: Develop systems and capacity for Monitoring Policy Implementation	Status of implementation analysis for ECOWAS on key agric reforms as baseline for monitoring M&E process ECOWAS can use to monitor policy implementation with member countries and other institutions	Initiated with compilation on CD/ROM of ECOWAS policy measures Discussions also initiated in the process of monitoring policy implementation	
Outcome 2: Enhanced linkages among	Task 3.2.1: Confirm Value Chain Selection with USAID and Partners	Presentation of proposed value chains and process for validation with partners	Choice validated with USAID, ECOWAS, and CILSS in 2008	Completed in 2008

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agricultural producers and agro-input suppliers, agro-processors and distributors				
	Task 3.2.2: Assess Selected Value Chains with Regional Partners	<p>Assessments of key constraints for three selected value chains with proposed interventions (coordinated with VCDPs below)</p> <p>Workshops to present and discuss assessments with regional member governments, ECOWAS and other partners</p>	<p>Consultative workshops validated analysis of the three value chains in Accra and Ouagadougou</p> <p>Workshops completed</p>	<p>Successfully completed for the three value chains have been facilitated in FY09</p> <p>Workshops completed</p>
	Task 3.2.3: Select Regional Private Sector Association Partners	See task 3.2.4 below as deliverables apply to both 3.2.3 and 3.2.4	Selected COFENABVI, ORBV and ORO/AOC at the regional level, and CIC-B, APLS and GAPTO at the national level	ATP is building the capacities of selected regional organizations
	Task 3.2.4: Create a Value Chain development plan and build the capacity of regional associations	<p>(i) VCDP for each selected value chain updated yearly with monitoring of progress</p> <p>(ii) MOU and Capacity Building Plan for each selected private sector association partner aligned</p>	<p>(a) VCDPs drafted and completed</p> <p>(b) MOU with COFENABVI; initiated establishment of</p>	<p>VCDPs for three value chains updated with new partners</p> <p>MOU with CIC-B to lead the establishment of a regional cereal network, and with ORO/AOC</p>

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		<p>with the appropriate VCDP</p> <p>(iii) Initial PIVA assessments for each private sector association partner; with annual updates to identify progress against Capacity Building Plans</p> <p>(iv) Training of Trainer Manuals for association partners</p> <p>(v) Models and user guides for contractual and payment arrangements to protect producers and long-distance traders</p>	<p>(c) Initial PIVA for 3 apex organizations (GAPTO, COFENABVI and ORO/AOC)</p> <p>(d) Training manuals for livestock and cereals completed</p> <p>(e) models adapted for maize and onion</p>	<p>Baseline PIVA conducted with CIC-B; progress PIVA to be conducted for COFENABVI, GAPTO, and CIC-B (that for Niger-based ORO/AOC is dropped)</p> <p>Training manuals for Integrated Soil Fertility Management (ISFM), Integrated Pest Management (IPM); and cattle fattening</p>
	Task 3.2.5: Build linkages and support transactions through a network of Market Facilitators	<p>Monthly market information reports and target deals for each target consumption market</p> <p>Periodic 'barriers to doing business' reports from buyers and distributors to feed into policy and advocacy efforts</p>	<p>Market facilitators posted in Accra, Abidjan, and Cotonou.</p> <p>MF produced reports on "barriers" to doing business.</p>	<p>Market facilitators at post</p> <p>MF will produce reports on barriers to doing business in addition to quarterly progress reports</p>
Outcome 3: More effective advocacy by regional private sector and other non-governmental actors for regional and	Task 3.3.1: Define regional advocacy plans by value chains	Annually updated VC Advocacy Plan as part of the VCDP including Top Advocacy priorities	ATP assisted partners to develop their own advocacy plans; advocacy plan for the maize and livestock VC are completed.,	Partners will update own advocacy plans with assistance from ATP; project will help ORO/BF develop its advocacy plan in place of the regional ORO/AOC

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national policies in support of a conducive environment for increased regional agricultural trade				
	Task 3.3.2: Provide advocacy assistance and grants to apex and value chain organizations	Capacity Building grants provided to Apex Associations updated and monitored annually	Grants provided to ORO, COFENABVI, GAPTO, APLS, and CIC-B to develop own capacity building and advocacy plans based on PIVA's results (see 3.2.3/3.2.4)	ATP will assist apex organization in monitoring and evaluation of their capacity building development and advocacy plans
	Task 3.3.3: Support Key Events to Highlight Priority Issues	Two advocacy events per year in support of Value Chain Advocacy Plans	One event covered in Dakar (FAO/CMAAOC workshop) in July 09	ATP facilitated one event in December 2009 for cereals (JAAL) and will follow-up with another one for livestock/meat later this FY,
Outcome 4: Improved efficiency of trade transactions and regional market access, in particular through the improvement of regional market information system	Task 3.4.1: Building on existing systems for market information and move them closer to meeting the real needs of the users	Assessment, workshop and action plan for ATP support to public sector MIS Private sector MIS for selected commodities launched in one trade corridor with busylab	Collaboration initiated with CILSS with ATP's contribution to CILSS-sponsored workshops and MoU to be signed early FY10 Partnership with esoko networks is operational in four countries,	ATP's partnership with ECOWAS, Esoko, and RESIMAO will bridge the gap between private and public MIS' Project will also work to integrate USAID/MALI-supported public livestock MIS in the ATP/Esoko MIS platform ATP/Esoko MIS on-going.
	Task 3.4.2: Mobilize finance in the cereals value chain through warehouse	DCA agreements in place with at least two regional banks to provide	Access to Finance STTA carried out and Finance Specialist on board to	USAID scrapped DCA for which ATP has been gearing up to implementation this year.

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	receipts	guarantees for at least \$10 million in lending	commence work	
	Task 3.4.3: Mobilize finance in the cereals value chain through warehouse receipts	Pilot warehouse receipts program implemented in one selected country	Pilot WRS program in place in Ghana and action plan available for implementation	Start up of the regulatory company registered (Ghana Grains Council) will provide lessons for similar schemes elsewhere in the region.
	Task 3.4.4: Mobilize additional investment through PPP's including GDA's	6 PPP's/GDA's successfully launched for Life of Project (LOP) US\$10 million mobilized in private financing under PPP's/GDA's contributing to ATP's objective	Two PPP's identified for maize and livestock. ATP formalized partnership with Croplife Africa Middle-East, PROSUMA (Côte d'Ivoire), Premium Foods (Ghana), MELS (Burkina Faso), Nestlé (Ghana & Côte d'Ivoire), Agro-Cipa, SIBEA, and Rose Eclat (Burkina Faso)	Strong partnerships already developed with several concerns (MELS, Premium Foods, SIBEA, FIAB, Rose Eclat, Nestle, CropLife) with key ones to be formalized in form of signed MoU
	Task 3.4.5: Provide Competitive Grants and Local sub-contractors to catalyze other transformative projects	10 grants for Life of Project (LOP)	Five (5) grants awarded totaling US\$444,970	Three (3) more grants awarded to date totaling CFA 30,957,860 for (i) COFENABVI/FEBEVIB for (ii) "Operation Tabaski", CFA 8,187,500; (ii) FIAB to for organize the JAAL: CFA 4,850,000; (iii) APLS: CFA 17,920,360 for data collection.